TRADE AND INDUSTRY

21 September 1972 Volume 8 No 12 10p

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Temporary suspension of EEC Common Customs Tariff

A count of Britain's retail shops

UK trade by air in the first six months of 1972

Wholesale price index numbers in August

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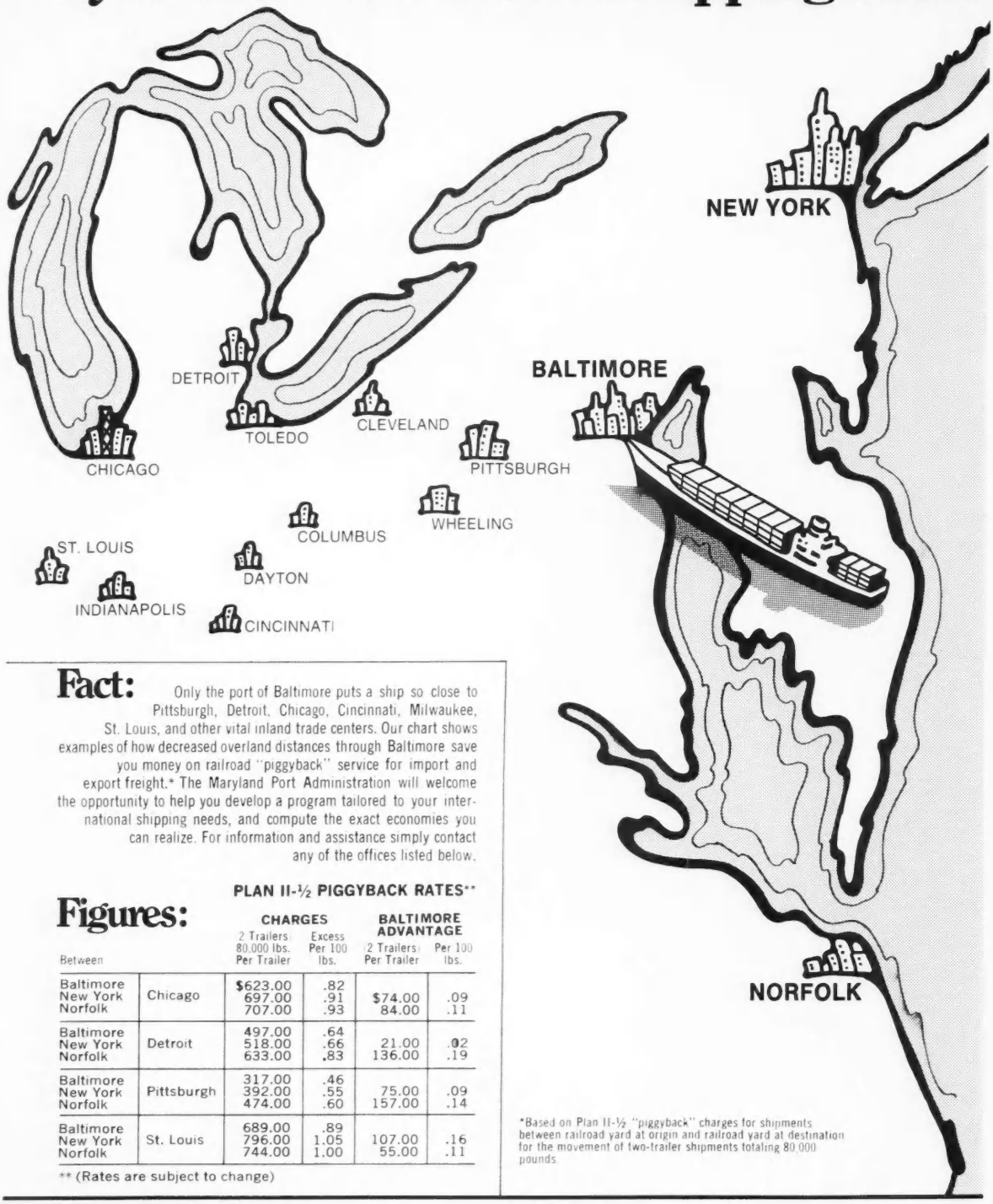

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Between		CHARGES (2 Trailers 80,000 lbs. Per Trailer)	CHARGES (Excess Per 100 lbs.)	BALTIMORE ADVANTAGE (2 Trailers Per Trailer)	BALTIMORE ADVANTAGE (Per 100 lbs.)
Baltimore	Chicago	$623.00	.82		
New York		697.00	.91	$74.00	.09
Norfolk		707.00	.93	84.00	.11
Baltimore	Detroit	497.00	.64		
New York		518.00	.66	21.00	.02
Norfolk		633.00	.83	136.00	.19
Baltimore	Pittsburgh	317.00	.46		
New York		392.00	.55	75.00	.09
Norfolk		474.00	.60	157.00	.14
Baltimore	St. Louis	689.00	.89		
New York		796.00	1.05	107.00	.16
Norfolk		744.00	1.00	55.00	.11

** (Rates are subject to change)

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BRITISH OVERSEAS TRADE BOARD

490 **Industrial co-operation with Hungary**
493 South Germany—fastest growing area of Europe's richest market

EXHIBITIONS AND FAIRS

495 Britain well represented at US National Hardware Show
495 Eight British firms at European biochemical exhibition
496 Big new buying for Stuttgart Shopping Week

496 MISSIONS AND TOURS
497 EXPORT ORDERS

TRADE INFORMATION

500 Secretary of State for Trade and Industry to visit Poland
500 Minister for Trade visits Yugoslavia
500 Application for temporary exemption from import duty
501 Imports of fish from the Eastern Area
501 Anti-dumping application on confectionery twist-wrapping machines
501 Application for reimposition of import duty
501 Federal Republic of Germany: 'How to export' leaflets
501 Waterfront hotel for Kingston Jamaica
501 Denmark: proposed tax increases
501 Belgium and Luxembourg decree
501 Jordan: encouragement of investment

TARIFF AND TRADE NOTICES

505 **Argentina:** Sales tax reduced
503 **Australia:** Tariff changes and quotas on knitted shirts and outer garments and woven shirts. Cash securities—Photo engraving plates.
502 **Morocco:** Amendments to customs tariff. Import regulations
504 **New Zealand:** Tariff and Development Board reports. Customs tariff changes. Custom tariff inquiries—import licensing—cancellation and amendment. Emergency Protection Authority report—frames with clasps for handbags
505 **Panama:** Changes in duty on plastics raw materials. Changes to tariff on carbon paper and stencils.
505 **Peru:** Prohibitions
503 **Seychelles:** Customs tariff amendment. Importation of tea
502 **South Africa:** Customs tariff application. Customs duty changes
502 **Switzerland:** Imported pre-packed goods
502 **Yugoslavia:** Foreign Exchange Law
502 **Zaire:** Import policy

EUROPEAN COMMUNITIES

506 **Temporary suspension of the Common Customs Tariff (CCT) of the EEC**
507 A voice—and a place—for small firms when Britain joins the EEC
507 **New EC legislation**—Common agricultural and fisheries policy. UNCTAD Generalised Preferences system
507 British industry in Europe

HOME FEATURES AND NEWS

508 **Mr. Heseltine orders speedy consideration of new Channel navigation plan**
508 Register of aircraft mortgages
509 Amendment to Ship Captain's Medical Guide
509 Review of aircraft accident report
510 Metrication guides for management
510 Birmingham Chamber organises courses for small firms
510 London symposium on management and the working environment
510 Official appointment
510 Swedish firm for Cumbernauld
510 Knitwear company to occupy Craghead factory
511 Value-Added Tax Tribunals Rules 1972
511 Clearance of merger proposals by the DTI
511 VAT—hotels and catering
511 Car tax
513 GOVERNMENT SALES

STATISTICS

515 **The economy: selected indicators**
516 **A count of Britain's shops**
518 The Bankruptcy Acts 1914 and 1926
518 New companies registered
518 Insurance Companies in 1971
519 **Index of industrial production for July**
520 **Monthly report of the economic situation**
521 **United Kingdom balance of payments in the second quarter of 1972**
522 **Value of trade in August**
527 **UK trade by air in the first half of 1972**
529 Steel consumption and stocks in the second quarter of 1972
530 **Wholesale price index numbers**
533 Foreign visitors' arrivals in July
534 Textiles—Wholesale houses' sales
534 **Textiles**—Hosiery and other knitted goods—index of production
534 Index of retail sales in Northern Ireland
535 British Film Fund Agency returns
535 Business Monitor
535 Registrations of British and foreign films
538 Motor Industry—Turnover of the motor trades in July
539 **Index to Statistics**

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Industrial co-operation with Hungary - 1

by Dr. Jozsef Biro, Hungarian Minister of Foreign Trade

In Hungary special importance is attached to industrial co-operation. With the expansion of international economic relations, there is no doubt that for the steady and undisturbed development of Hungary's national economy the country must establish production-sharing relations with other countries. Economic circles in Hungary were therefore very pleased by the recent signature of the Economic, Industrial and Technical Co-operation Arrangement between the United Kingdom and Hungary. The country now has such inter-state agreements with all her socialist partners and with nearly all the highly industrialised West European countries.

SOME business contacts bearing the character of co-operation had already been established previously between British and Hungarian companies; but we felt it to be absolutely necessary that governments should themselves contribute to this development, by creating suitable conditions—a favourable economic and political atmosphere—which would enable interested companies and organisations on both sides to recognise latent possibilities and come to look upon co-operation business as a matter of course.

The main object of the British-Hungarian Economic, Industrial and Technical Co-operation Arrangement is to ensure an appropriate framework for long-term co-operation between companies. This Arrangement, in addition to declaring general positive intentions, also envisages a number of concrete measures intended directly to promote the realisation of co-operation. Where the authorities of both countries jointly recognise a project as falling within the terms of the co-operation arrangement, the deliveries of goods which are the products of this co-operation project will be exempt from any quantitive restrictions other than those which are applied on a general basis. Such imports will also be accorded the most favourable treatment in regard to customs duties and customs procedures which is permitted by the laws and regulations of each country. The joint Commission to be established under the Arrangement should ensure, by its supervision, that measures are taken to the utmost possible limit for the promotion of co-operation activity. The Arrangement has no fixed expiry date, and thus gives a firm international basis over a lengthy period.

Lack of balance

In Hungarian-British economic relations industrial co-operation is of very great importance. Perusing the figures of trade, the permanent lack of balance is conspicuous, to the detriment of Hungary. The passive balance of Hungary in 1971 even surpassed the value of the Hungarian export to Britain. The Hungarian export was £9.4 million, the British export was £20.8 million. The country has to preserve the trade balance with deliveries of goods, since the so-called 'invisible exports' of Hungary are small; consequently the need to improve the situation gives serious concern and requires considerable efforts.

Scanning the structure of Hungarian exports, it is striking that about 40-50 per cent consists of agricultural products and foodstuffs; and another 40 per cent of industrial consumer goods. In both fields there are still considerable quota restrictions from the British side; and the prospects are rather uncertain, in view of the imminent entry of the United Kingdom into the EEC, with its restricting effect on agricultural imports from countries outside it, and the increasing competition of duty-free articles from a whole range of countries which Hungarian consumer goods have to face and struggle with.

Structural changes

Great structural changes, in the direction of a larger share of engineering products, will therefore be needed, in order gradually to decrease the negative effects on Hungarian exports, which in their turn indirectly have an adverse effect on British exports to Hungary. This, however, is not coming about as a spontaneous heavenly phenomenon. Time and much care, acceptance of the idea of Hungary's being a country with a growing, sound engineering industry, and finally, bilateral activity on both sides of the rope have to be deployed, with a fair amount of vision and acceptance of risk.

In this process of structural change in Hungarian exports to Great Britain, co-operation can play a significant part, by connecting the manufacturers, engineers and businessmen of both countries. This could help Hungarian companies in introducing new or more sophisticated products to the British market, first of all in the engineering and electrical industries, foodstuffs, agriculture, chemistry, and then other branches of industry also.

Industrial co-operation is in fact a generic term, including many variants of co-operation in production which go beyond the usual commercial relations and organically connect the producing companies with one another. It would be very difficult to attempt to confine co-operation within a rigid definition. Its essential elements, however, may be described as follows:

—It involves production, and developments linked with production.
—A co-operation contract (which may be for development, production, marketing, etc.), establishes joint interests or sharing of risks under the laws and regulations in force in the contracting countries.
—It is of a lasting character and planned for an extended period.

So this definition excludes barter deals, and also licence

and know-how agreements—which are matters of traditional trade in intellectual products—as well as the simple sale and purchase of machines and equipment.

Co-operation has a direct stimulating impact on commerce, enlarging the possibilities for each country in the market of the other, and often also in third countries. It helps in creating more rationally shared production capacities, which are thus more mobile in reacting to change or development of the market requirements; results in greater economic efficiency and more advantageous utilisation of capacity.

First steps

In British-Hungarian relations the first steps have already been taken; several co-operation agreements exist between British and Hungarian companies, and many more, of great volume, are under discussion. The existing agreements are mainly in the field of the engineering and electrical industries.

We think, however, that only the first steps have been done. Hungarian companies have many more co-operation agreements with companies of some other West European countries than with British ones.

It would be difficult to enumerate all the fields where co-operation possibilities exist; but the industrial development of Hungary seems to offer especially good opportunities in certain areas which might be interesting to potential partners:

—Development of computer techniques.
—The aluminium industry, particularly the manufacture of semi-finished products.
—The development in the Hungarian petro-chemical industry.
—Vehicle industry.
—Light structural building processes.
—Production of plant-protecting insecticides and pesticides.
—The pharmaceutical industry.

A very good example of efforts in the recent past to develop co-operation connections between our two countries was the visit, at the invitation of the Chairman of GEC and Tube Investment Limited, of a delegation led by Mr. S. Udvardi, Deputy Minister for Foreign Trade, and Mr. J. Sebestyen, Deputy Chairman of the Hungarian State Office for Technical Development.

The delegation visited some of the factories and research institutes of both these large companies, built up contacts and discussed a series of interesting co-operation possibilities. With suitable follow-up work by both parties, good results are to be expected.

We are absolutely sure that in Hungary the conditions required for international co-operation are available and guaranteed, and that the outlook for British-Hungarian industrial co-operation is favourable.

Industrial co-operation with Hungary - 2

by the Rt. Hon. Michael Noble, UK Minister for Trade

In the preceding article by Dr. Biro, Hungarian Minister for Foreign Trade, explains the interest of the Hungarian authorities in further developing industrial and technological co-operation with the United Kingdom. We for our part have for many years been aware of the Hungarian interest in this aspect of trade and of the importance which they attach to it as a means of increasing trade in both directions.

In this country, as in Hungary, decisions whether to engage in industrial co-operation with firms and enterprises overseas rest essentially with industrial companies, which must base their decisions on strictly commercial considerations. Government does, however, have a part to play. One important function of Government is to create the right climate for deals of this kind. This can be done in various ways, but in particular by intergovernmental Agreements which indicate to those engaged in business on both sides the general attitude of their respective Governments. In 1967 an Agreement for Co-operation in the Field of Applied Science and Technology was concluded between the United Kingdom and Hungarian Governments. This was a framework Agreement providing scope for industrial as well as purely technological collaboration. It was a little time before action under the 1967 Agreement got under way but after a relatively slow start collaboration to the benefit of both Hungarian and British industry moved forward with increasing momentum. We received well documented requests for collaboration from Hungary and were able to put the Hungarian enterprises concerned into touch with interested partner firms in this country. The Hungarian requests covered a very wide range of technologies, including automobile and product engineering, materials handling, mining research, numerical control, electrical engineering and electronics, road construction, scientific and medical instrumentation, pesticides, metal physics and ferrous technology, packaging, corrosion research and hovercraft. In some cases the possibilities of joint collaboration are still being examined, but in many fields the proposals have already yielded encouraging results through the exchange of correspondence, technical reports and visit exchanges between Hungarian and British organisations. The possibility of licensing or other forms of agreement have been considered in about eight areas and a few have already been concluded.

Separate agreement

Despite the progress being made under the 1967 Agreement our Hungarian friends were anxious to have a new and separate Agreement on Co-operation. As a result we concluded a Co-operation Arrangement with Hungary at the same time as the new Long Term and Economic Trade Agreement: and, as the Minister responsible for our overseas trade relations, it gave me great pleasure to visit Budapest in March of this year to sign these two important Agreements which provide a solid basis for our trade relations. Summary details of the new Trade

(*continued on next page*)

Agreement and Co-operation Arrangement were published in *Trade and Industry* on March 30, and the full texts were published as a White Paper in July (Cmd 5016). The new Co-operation Arrangement reaffirms the desire of both Governments to encourage and facilitiate the development of economic, industrial and technical co-operation between interested enterprises and economic organisations of their respective countries in the fields of industry, agriculture, trade and technology.

People sometimes ask what is meant by industrial co-operation. It can include a wide variety of industrial relationships of which some examples are given in the annex to the Co-operation Arrangement with Hungary. In particular I might mention the production of components by enterprises in one country for incorporation in finished goods assembled in the other: the production of goods under licence in one country for sale (under a Hungarian or UK brand name) in third markets: and the use of marketing resources of the partner enterprises to market goods elsewhere, Neither we nor, as Dr. Biro points out in his article the Hungarian authorities include compensation trading in the concept of industrial co-operation.

Useful analysis

In this connection I would like to draw the attention of British firms to the Handbook on Co-operation published earlier this year by the East European Trade Council. This provides a useful analysis of the whole subject and will, I think, be invaluable to any British firm which may be considering engaging in this type of business with Hungarian enterprises.

Our trade generally with Hungary is relatively small, but has increased rapidly in recent years. Our exports, which between 1967 and 1969 were running at around £12-13 million a year, increased in 1970 to £19.0 million and in 1971 to £20.8 million. This year, if present trends continue, we seem likely to reach the record total of over £23 million. Over the same period Hungarian exports to the UK have remained at around £9-10 million. This persisting imbalance has serious implications for us as well as for them. Trade is essentially a two-way business and in the long run we cannot hope to sell unless we also buy. Hungary has traditionally relied to a very large extent on textiles and agricultural products which our own market cannot easily absorb. It is therefore of paramount importance—to ourselves as well as to Hungary—that she should diversify her exports to this country. This is one of the main reasons why Hungary is making such serious efforts to adjust her trade patterns in favour of the industrial sector and attaches such great importance to industrial co-operation which could offer her the prospect of establishing new and continuing outlets for manufactured goods and components of various kinds.

The Hungarian authorities are well aware that for industrial co-operation to succeed projects must offer solid commercial benefits to both sides. At a time when we in this country have an unacceptably high level of unemployment it would be unrealistic to pretend that industrial co-operation (which frequently in effect means sub-contracting) offers quite the same attractions as it must do to countries suffering from a shortage of labour. But this does not mean that advantages for particular UK firms do not exist. Many of our companies have already discovered the benefits of co-operation deals of various kinds with Hungarian enterprises. Some have already been concluded and many more are under negotiation.

Hungarian industry has advanced rapidly in recent years. Increasing numbers of British firms have entered the Hungarian market and have come to appreciate that Hungary possesses a high level of industrial skills and in many sectors of industry has developed advanced technologies. But there are still many British firms which do not know of the technical advances made by Hungarian industry and of what Hungary therefore has to offer as a possible partner for industrial co-operation projects. From this standpoint I particularly welcome the Hungarian Days which are being held in November in Birmingham and London at which Hungarian enterprises will explain the latest developments in their particular sectors of industry. These functions will provide an excellent opportunity for our own engineers and businessmen to become better acquainted with the present potential of Hungarian industry. I hope they will open the door to the development of further industrial co-operation between our two countries.

During his visit to Budapest in March Mr. Michael Noble (centre), Minister for Trade, signed the Anglo-Hungarian Long Term Economic and Trade Agreement and the Co-operation Arrangement. On the left is Mr. D. S. L. Dodson, British Ambassador, and on the right Dr. Jozsef Biro, Hungarian Minister of Foreign Trade.

Right climate

I have already spoken of the main function of Governments as that of creating the right kind of climate in which industrial co-operation between the two sides can be considered by the prospective participants. There are, of course, some other ways in which Government can help. We for our part provide a brokerage service in drawing the attention of British firms to Hungarian requests for industrial co-operation in particular sectors. We have also agreed to establish a Joint Commission with the Hungarian authorities which will meet usually once a year.

The terms of reference of the Joint Commission include the furthering of industrial and technological co-operation. Our own delegation to meetings of the Joint Commission will include representative businessmen as well as Government officials: and it is hoped that through these joint discussions we shall discover the most appropriate areas of industry in which to pursue the possibilities of further industrial co-operation. First and last, however, the success of industrial co-operation between our two countries must rest on contacts between firms and enterprises. I therefore hope that we shall see a great increase in the flow of business visitors in both directions in the near future, since it is only through greater knowledge of the capacities and potential of each side that trade and co-operation will in the end increase and prosper.

South Germany—fastest growing area of Europe's richest market

GERMANY is the richest market in Europe; and South Germany is the fastest growing area of that market and the one most neglected over the years by British exporters, representatives of leading British trade associations and chambers of commerce were told at a London conference on September 14. Designed to provide an up-to-date briefing on the current South German Trade Drive, the conference was arranged by the British Overseas Trade Board; Mr. W. J. Bird—a member of the Board and a director of the General Electric Company—was host.

'Although British investment amounts to approximately 10 per cent of all foreign investment in Germany, only 1 per cent of all foreign investment in Southern Germany is of British origin,' Mr. John Heath, UK Commercial Counsellor in Bonn, told the conference. 'There is thus a long way to go. Yet without a joint venture or other co-operative or licensing arrangement with a German firm or an active sales or manufacturing subsidiary especially for capital goods and a proper distribution and service, there may be a very definite limit to the headway likely to be made in a market like this.

'If you settle for trying to sell in Germany through agents, there is often a requirement for the appointment of up to five of them across the country in consequence; relatively few German agents have the capacity to cover the whole market on their own. So that it can be a classic mistake for instance for a British firm's representative to arrive in Hamburg, the first and most obvious point of access to the German market, find what seems a suitable agent and depart. Yet it still happens that way.

Half the average

'Even today for instance the number of British business visitors to our commercial sections in the Consulate-General in the South at Stuttgart and Munich is only about half of the average annual rate to the other commercial departments in Germany.

'Yet over the past 25 years there has literally been an industrial revolution in South Germany on a scale which could mean that within the next 20 years the main weight of German industry and commercial activity will actually shift southwards. Since the war whole areas of South Germany which were nothing but open farmland have become highly industrialised. Many of these are now industries mostly with a high processing content and many are in the technological and science based industries which should be of the highest interest to British suppliers,' said Mr. Heath.

Front row line-up at the conference. On the left is Mr. Gert Jager, Press Officer for the Trade Drive Office in South Germany. Sitting alongside him are British Overseas Trade Board staff and members: (l. to r.) Mr. A. Savage (Head of Publicity), Mr. E. J. W. Hellmuth (European Trade Committee), Mr. W. J. Bird and Miss J. K. Hillman.

Target commodities

THE overall theme of the South German Trade Drive conference was British industry's participation and the especially favourable prospects for the following selected 'target' commodities:

Electronic measuring and testing instruments
Electronic components
Offset printing and machinery
Clean air equipment
Effluent and water pollution control
Textile machinery
Hydraulic, pneumatic, fluidic systems
Scientific instruments
Process control instrumentation
Industrial control equipment
Automation systems
Machine tools
Advanced building systems
Packaging machinery

'A revolution in communications has also occurred as a result of the post-war division of Europe, and Bavaria and Baden-Wurttemberg are strategically placed right in the centre of it. To the east lie the developing markets in the DDR and Czechoslovakia; to the South, Austria, Switzerland and Italy and to the West France. The autobahn system has been widely extended and developed. Excellent railway and water communications exist between the most convenient seaports for trade to South Germany; while air communications including regular flights from London are good. In 1970 for the first time direct imports from all sources into Bavaria and Baden-Wurttenberg of wholly manufactured goods actually exceeded similar imports into North Rhine Westphalia. As approximately 75 per cent of all British exports to Germany are in manufactured or semi-manufactured goods there is very much of a lesson to be learned here.

'There are particular local reasons too why a British Trade Drive on South Germany is relevant at the present time. Apart from rising overheads there is a particularly acute labour shortage especially in skilled workers. Future industrial expansion in the south must therefore depend on greater rationalisation, automation and a more economic use of manpower. As a result many industries in South Germany are bound to diversify their sources of supply, concentrating on their main products and subcontracting work and deliveries wherever they can. Firms which a few years ago would not have considered purchasing except from their regular local suppliers are now as a result interested in importing from reliable sources.

'It is all the more remarkable that South Germany should be so relatively neglected by the British exporter when one considers that Bavaria and Baden-Wurttemberg with nearly 20 million inhabitants between them contain approximately one-third of the population of West Germany and are responsible for roughly one-third of the gross domestic product. In practice nothing like a third of our exports to Germany are reaching the south. Yet the market is there.

'Short of some unforeseen downturn these are markets which are bound to grow and current forecasts suggest that an annual growth rate of around 10 per cent in demand over the next decade is likely. With the advantages of EEC entry and the clearer knowledge of the market which the Trade Drive should bring British exports to South Germany should have a better opportunity to grow very substantially too, whatever the competition. Of course a substantial effort and follow-up will be needed: the Trade Drive is not meant as a "one-off" affair.

'This is not an easy market though it can be an immensely rewarding one. Perhaps I might sum this up by saying then that if you want to export successfully to the South German market four qualities are essential—product, presentation, patience and persistence. Perhaps I should add a fifth quality, know-how as well for good measure. And if British firms can apply these qualities in the course of the Trade Drive we should be able to see real results.'

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Britain well represented at US National Hardware Show

From the British Trade Development Office, New York. More than 1,100 exhibitors provided one of America's largest merchandise displays ever at the 27th National Hardware Show from August 27 to 30 at the Coliseum and Americana Hotels in New York. The first and second floors plus mezzanine of the New York Coliseum were devoted entirely to hardware and related lines, while the third and fourth floors featured lawn, garden and outdoor living equipment. Additional exhibitors in all lines occupied booths in the Albert Hall of the Americana Hotel.

An enormous range of exhibits was shown from live lady birds and aphids, through seeds, hearth furniture, hand tools, cutlery, lawnmowers, garden furniture and floor coverings to summer houses and mini tractors. Audio-visual aids were much in evidence at some stands. Presentation at point of sale was an important feature and the 12th Annual Hardware and Housewares Packaging Exposition was mounted in the lobby of the Coliseum to display new concepts in this field.

Great Britain was again well represented by 10 companies sponsored under the DTI Joint Venture Scheme by the Federation of Horticultural Exporters and the Hardware Manufacturers Association. Items on display were varied, interesting and very well presented. Most participants reported heavy traffic of the right sort and the British products attracted much interest.

Firm orders for the Joint Master sawing jig and high security locking systems of Copydex more than paid for the trip and one of three agents contacted will probably be appointed. Auriol also made contacts with potential representatives and reported substantial business done. Mr. Ramwell of James Beresford, at his third show, said that this was 'the best one yet' with firm orders worth $65,000 and the appointment of an agent for New Zealand. Simpson Sears of Canada will include his garden pumps in their catalogue. Inclusion in the Sears catalogue was reported by ASL-Airflow and S. H. Rainbow who had similar success with Simpson Sears and Hudson Bay, also of Canada. Mr. Odell, managing director of L. E. Gant, reported disappointing results in the face of fierce competition from Taiwan and Korea.

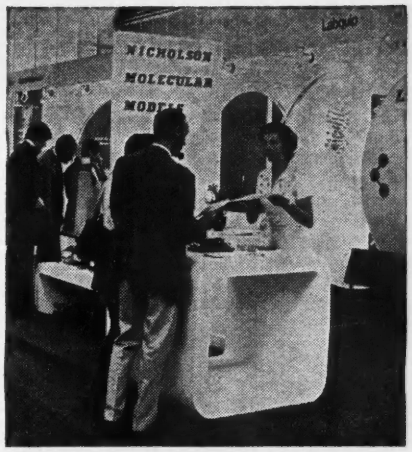
The main British exhibitor outside the joint venture was Spear & Jackson who had a very attractive display of tools in double booths on the second floor. Qualcast lawnmowers were exhibited by the US agent and a range of rubber mats from England formed part of the display of a general importer.

Other foreign exhibits included Austria and West Germany with similar spreads to the British one; the Netherlands, Taiwan and Israel had small booths, and there was a French collective exhibit in the Americana. There should also have been a large Spanish contingent, but it appears that the products for display were lost in transit.

About 50,000 people visited the show, which was restricted to trade only; a similar figure was recorded last year.

The National Hardware Show is the most important of its kind in the United States, and the British exhibitors agreed that participation is essential for the proper support and servicing of distributors and agents. Without exception, including L. E. Gant, they stated their intention to return next year.

A scene during the Pacific Jewelery Show (see report in last week's Trade and Industry, *page 453). The British Consul-General at Los Angeles is examining merchandise on B. K. Sarin's booth.*



Visitors to one of the eight British firms taking part in a DTI/London Chamber sponsored joint venture at FEBS-BIOCHEM '72.

Eight British firms at European biochemical exhibition

From the Commercial Department, British Embassy at The Hague. FEBS-BIOCHEM '72—the eighth meeting of the Federation of European Biochemical Societies—was held at the Amerdam International Congress Centre RAI from August 20 to 25. The exhibition, which occupied some 2,200 square metres of the RAI exhibition centre, was held simultaneously with an international congress.

On show were complete analysis systems including multi-channel blood analysers, spectrophotometers, amino-acid analysers, laboratory and ultra centrifuges, and chromatography systems. A large amount of pharmaceuticals, chemicals and radio-chemicals were also shown.

The London Chamber of Commerce and Industry in collaboration with the DTI sponsored a joint venture at which eight British manufacturers exhibited. The stand, which was well designed and situated immediately in front of the University bookshop, was the only combined national one there. The position was useful as the bookshop was a natural focus of attraction for those attending the Conference. The members of the joint venture were satisfied with the results of their participation. They showed chromatography columns, electrophoresis units, molecular structures, chemical reagents, sample cells, radio-isotopes, thermostats and a new instrument for imaging the distribution of radio-active compounds in electrophoresis gels and radio chromatograms. All British participants felt that the exhibition had been worthwhile.

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Eastern Languages Bureau Ltd. Trade & Industrial Translation Centre Ltd.

Big new buying for Stuttgart Shopping Week

THE main consumer attraction of this year's part of the 1972-73 British Trade Drive in South Germany will be the Shopping Week in Stuttgart from September 29 to October 7.

Lord Limerick, Parliamentary Under-Secretary for Trade at the Department of Trade and Industry, accompanied by Lady Limerick, will formally open the Week together with dignitaries of the State Government and Stuttgart City Corporation. The ceremony will take place at the Rathaus on September 29 and will be attended by the Lord Mayor of Cardiff, Alderman Mrs. Winifred Mathias, her Lady Mayoress and the Town Clerk. The Week in Stuttgart is of particular interest to Cardiff as the two are 'twinned' cities. Also at the opening will be Mr. E. J. W. Helmuth, representing Mr. Derek Ezra in his capacity as Chairman of the European Trade Committee and member of the British Overseas Trade Board under whose direction the Shopping Week is taking place. Later in the day, Lord Limerick will be the guest of the Stuttgart Corporation at an official luncheon, and in the evening will himself act as host at a reception.

Local retailers and stores have reacted with enthusiasm towards the idea of a Shopping Week and new buying for the promotion is estimated at over £500,000. As well as extensive displays of clothes, furniture, and household goods, the Stuttgart shops will mount special exhibitions of ancient costumes, replicas of the Crown Jewels, Scottish regalia and models of well-known landmarks in London. One store will feature Rowland Emett's machines whilst two banks will display British coins and stamps. The British atmosphere will be carried on to the streets with a pipe band, buses from London and Cardiff, and six policemen from Cardiff—all German speakers.

MISSIONS and TOURS

Ulster export sales drive planned for the winter

NORTHERN Ireland industrialists are planning another series of overseas sales promotions to boost the continuing growth in exports. The drive starts this winter with at least four trade missions aiming to put a larger share of Ulster-made goods in world markets and to push the export earnings total well beyond its present annual level of £745 million. Details have not yet been finalised, but the Northern Ireland Ministry of Commerce expects that a broad cross-section of manufacturers will be represented, demonstrating that Ulster remains very much in business and is continuing to merit respect from world traders.

Major targets for these export efforts will be the Far East and North America, although some Mediterranean countries are also being considered.

The first part of the campaign to develop existing markets, as well as open new outlets, gets under way later this month with an eight-member trade mission, organised by the Irish Linen Merchants' Association, leaving Belfast for a three-week, coast-to-coast tour in Canada and the United States. These emissaries, like those taking part in the other missions, will be operating as a collective trade delegation and as individual company representatives in what is the trade's major market: total earnings in Canada and the United States each year amount to almost £5 million. Members will visit New York, Los Angeles, Chicago, Vancouver and other major commercial centres.

It is the sixth mission organised by the Association, and will be followed there in November by another organised by the Northern Ireland Chamber of Commerce and Industry, which in recent years has made trade missions a prominent feature of its activities. This latest mission will however be much broader in its manufacturing base. It is planned to have 14 or 15 members, representing textiles, carpets and engineering, and their visit will extend over three weeks.

The Chamber is also planning a follow-up mission to the highly successful 1971 delegation to Australia, New Zealand, Hong Kong and Japan, which earned some £3 million in orders. It is anticipated the emphasis will be on textiles, although several other manufacturing sectors will have representation.

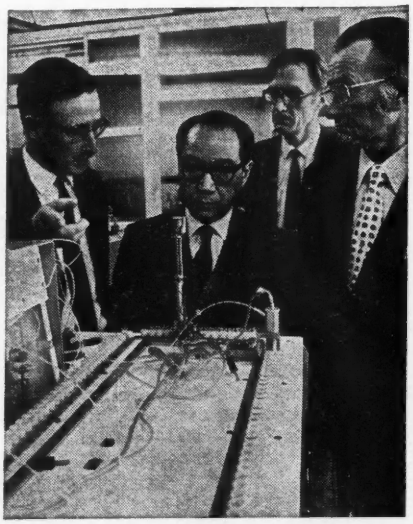
The Northern Ireland Seed Potato Marketing Board is presently considering the possibilities for a visit to some of the Mediterranean countries, early in 1973. In contrast to the other missions, which will be of a hard-sell nature, the Board's exercise would be more of a market development operation.

Mr. David Howell, the Northern Ireland Office Parliamentary Under-Secretary, has welcomed the export plans and what he regards as the inevitable result—clear evidence that Northern Ireland manufacturers are continuing to compete successfully in major markets.

British plant making industry mission to Latin America

A POWERFUL mission representing the British plant making industry will be attending the 1972 Congress of the Iron and Steel Institute of Latin America in Rio de Janeiro from October 23 to 26. The mission will be led by Mr. David Angwin, chairman of the British Metalworking Plant Makers' Association, and managing director of GKN Machinery Ltd. He will be accompanied by Mr. Morgan Man, director of the Association, and formerly HM Ambassador in Saudi Arabia.

The Association states that the British plant making industry has a very close relationship with Latin America and for the last five years a mission from the industry has been present at the Congress of ILAFA, which is held in a different country of Latin America each year. In addition, on two occasions in recent years, industrialists from Latin America have toured steel works at plant manufacturing companies in Great Britain as the guests of the industry.



Dr. Gerald Choa, Director of Medical and Health Services for Hong Kong, visited Cambridge recently, accompanied by his Chief Hospital Secretary, Mr. A. E. Starling, as part of a two-week tour of British hospitals and companies. He is seen here in the laboratory of Pye Unicam Ltd. inspecting one of the company's automatic analytical systems. From left to right: Mr. Paul Bevington, Pye Unicam export manager; Dr. Choa; Mr. John Price, Pye Unicam chief chemist and Mr. Starling.

Five-man team attends international conference in Rome

IN a bid to capture more European markets for British-made replacement parts for cars, commercial vehicles, tractors and earth-moving equipment, a five-man delegation from the AC-Delco division of General Motors Ltd. attended a three-day conference at Rome from September 13 to 15.

Leading the British team at the conference, which was attended by 45 delegates from General Motors plants in Europe, and a further group from New York, was Mr. L. Kilby, general sales manager of AC-Delco in Dunstable.

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EXPORT ORDERS

British cable companies receive £4 million export order

Two of Britain's leading cable companies, Pirelli Enfield Supertension Cables Ltd. and British Insulated Callender's Cables Ltd., acting as a consortium, have received a major £4 million export order under a contract placed with Gilbert Lodge and Company Limited of Sydney, Australia, by the Electricity Commission of New South Wales.

This order calls for the supply and installation of single core 132kV underground cable and accessories which will be used to provide two three-phase circuits over a distance of 13.5 miles between Peakhurst Substation and Bunnerong Power Station, NSW, and for connections between the 132kV switchyard and tie transformers at Wallerawang Power Station.

The contract also includes the removal of existing submarine 132kV power cables and telephone cables beneath Sydney's Botany Bay as well as land cables that connect Bunnerong Power Station to Kurnell. The removal of the submarine cables is necessary to meet the requirements of the Botany Bay Port Development Scheme. Removal work will be carried out after the new cable circuits have been commissioned.

Installation work, which is expected to be completed in 1974, will be carried out by Pirelli Construction Company, BICC Supertension Cables Division and an Australian civil contractor.

Two more BAC One-Eleven jetliners ordered

BRITISH Aircraft Corporation announces orders for two more BAC One-Eleven twin-jet airliners for export—one to Air Pacific of Fiji and one to Transbrasil.

Air Pacific has ordered a second BAC One-Eleven 475 for delivery in July 1973.

Transbrasil (formerly SADIA) has ordered a third BAC One-Eleven 500 for delivery during this month.

These new One-Eleven orders bring total BAC One-Eleven sales to 209 aircraft worth around £350 million, including spares. Two-thirds of total One-Eleven sales are for export—139 aircraft for 32 operators in 20 countries.

Over 40 One-Eleven operators now serve destinations in 60 countries throughout the world.

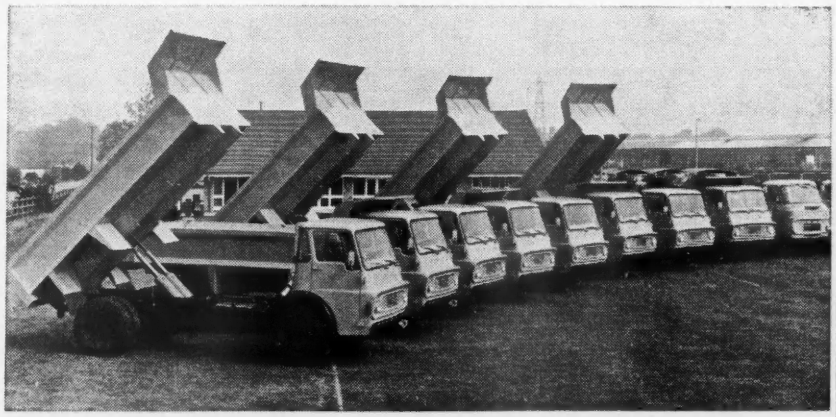
Big rise in cycle and motor cycle exports

BRITAIN'S cycle and motor cycle manufacturers continued their impressive export drive in the first half of this year according to the Cycle and Motor Cycle Association with a 43 per cent increase in the total value of machines shipped to 142 different countries. The Association's figures show that bicycle exports during January/June 1972, were worth £9,467,495 as against £6,521,226 in the same period last year. Motor cycle exports for the same six months rose from £6,822,482 to £9,778,948.

The USA and Canada continue to be, by far, the best markets for both powered and pedalled machines. Next in line for bicycles come Nigeria, the Netherlands, Eire and Zambia, and for motor cycles, W. Germany, Italy, Australia and France.

More orders for pneumatic silos

THE latest order received from Ghana by Cherwell Valley Silos Ltd., inventors of the pneumatic grain silo, is worth £190,000. Last year Cherwell Valley received orders worth over £250,000 from overseas for the pneumatic silos and associated equipment, and the big Ghanaian order means that total exports of the pump-up silos are now approaching the £1 million mark. The silos, a sort of earthbound 'balloon' made from rotproof butyl rubber, can store up to 1,000 tons and have the big advantage that they can be easily moved from place to place to provide 'instant' large-capacity storage. In Colombia up to 50,000 tons are stored in these silos, while a recent shipment to Pakistan was worth more than £100,000. Many other orders for the silos have been placed by countries as far apart as Canada and New Zealand, France and India.



A breakthrough into a new overseas market was made when the first British heavy commercial vehicles to be exported to the Central African Republic left the Cheltenham factory of Telehoist Ltd. recently. Lined up in the factory parking grounds for the official handing-over ceremony were 18 tipper lorries, the first in an order for 53 vehicles. In the past the Government of the Central African Republic have always bought from the Continent. These vehicles are designed to carry maximum payloads and give high performance in the tough working conditions encountered in Africa. In addition, Telehoist were able to meet the quick deliveries required by the Government of the Central African Republic. Telehoist now export a third of their total production to 85 countries throughout the world.

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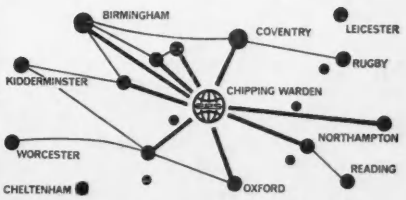

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Second flight simulation visual system ordered

REDIFON Flight Simulation Limited, a member company of the Rediffusion Organisation, has received a second order from Braniff International for a flight simulation visual system. It will incorporate Redifon's latest development in visual flight displays, Duoview. This is the second Duoview system to be sold for commercial use in the United States, the first also having been ordered by Braniff, and the sixth overseas order. Duoview attracted a good deal of attention on the Redifon stand at Farnborough-Europe '72, recently. It is claimed to be the first optical system in the world to provide the pilot and all the members of the air crew with a correct perspective view of the outside scene through both simulator cockpit windows. This is achieved by a special optical system and collimating mirror which focuses the CCTV visual image at infinity.

As with the first order, the equipment will be attached to a Boeing 727 flight simulator based at the Braniff International Training Centre at Love Field, Dallas, Texas.

ATC simulator installed in Denmark

A £250,000 air traffic control simulator has been installed at Copenhagen's Kastrup Airport by the Digital Systems Division of Ferranti Ltd. for the Danish Department of Civil Aviation. The simulator is housed in a new 27 million Kr (£1.5 million Sterling) Air Traffic Control building which includes the airport's new control tower and which will also house the operational approach and area air traffic control facilities. The Ferranti simulator will use the same type of display consoles as the operational system, which will be active in March 1973.

The Kastrup installation will simulate up to 30 aircraft flying in an area of 500 nautical square miles and up to an altitude of 99,900 ft. Two primary radars, for approach and area control, are provided with co-located secondary surveillance radar (SSR). An important feature of this installation is that the radar displays chosen will allow full SSR 'labelling' to be introduced when this facility becomes operational in Denmark ('labelling' is the superimposition of alphanumeric characters on the radar display to indicate call signs and flight levels of the aircraft under ATC direction—a vital facility in the face of increasing air congestion).

The simulator has five aircraft control positions each with facilities for handling up to 15 aircraft. There is also a separate position for the exercise controller. Other salient features include: six channels of R/T communication, and the provision for recording aircraft position data concerning two independent exercises of up to 4¼ hours duration. This recording facility allows for the replay and analysis of students' work.

The Kastrup simulator, like the ATC simulators at the CAA's College at Hurn, at Amsterdam's Schiphol Airport, and Rome's Ciampino Airport, is based on the Ferranti FM.1600B computer—the latest in the Ferranti F.1600 series of general-purpose, real-time digital computers.

Medical equipment ordered

IMPORTANT developments have taken place which will ensure that The King Falisal Specialist Hospital, Riyadh, will be among the best and the most sophisticated hospitals in the world. After months of careful examination and study in many countries, contracts have been signed for the supply of computers, medical electronics, laboratory instrumentation and television installations which include the latest advances in technology for medical care.

The computer system is for the control and co-ordination of the correct functioning of the Hospital. It will control the admission of the patients to the Hospital and afterwards it will make sure that all necessary investigations and treatments are performed effectively. To carry out all these varied tasks the system is made up of 15 separate computers. Some are concerned with controlling in the laboratories, others with keeping records and assisting administration. Four of the larger computers form the nerve centre of the system so that the whole works together for the benefit of the patients and staff.

Scientific Control Systems Ltd., London, a member of the British Petroleum group of companies, has been awarded the major contract for the computer and laboratory.

£500,000 cable-making plant for Portugal

SIR Alfred McAlpine and Son Ltd., of Hooton, Cheshire, have designed a cable-making factory which is to be built at Morelena, near Lisbon for CEL-CAT Fabrica Nacional de Condutores Electricos, SARL, a Portuguese company which is closely connected with British Insulated Callender's Cables Ltd.

The contract for construction of the plant, which is valued in the region of £500,000, was put out to tender and has been awarded to Rene Touzet (Sucessores) Lda., of Lisbon, with whom McAlpine are associated. McAlpine's design contract also included the surveying and assessing of several sites before that at Morelena was chosen.

Gerwyn Enterprises Limited, of Wrexham, Denbighshire, have been appointed by McAlpine as colour consultants for the factory decor.

Dutch contract for fan makers

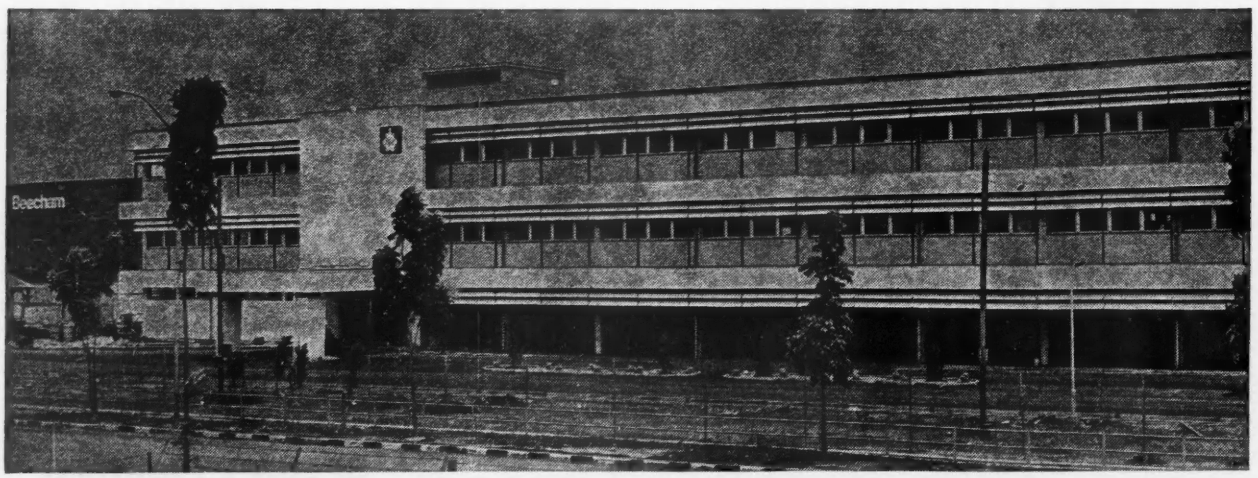
THE special contracts division of Matthews and Yates, the Swinton, Manchester fan makers, has won a contract to supply a £30,000 waste recovery system to a Dutch paper-making firm. 'Over the past two years we have gained a pretty strong foothold in Holland,' said marketing director, Austin Griffiths. 'But we were particularly pleased to clinch this order. Our engineers have designed the whole system, and they will be responsible for installation and final commissioning.'

The equipment will be used to collect paper trim from the high speed winders at the end of the paper-making process. The waste paper trim—hundreds of miles are produced in a day—is drawn into a fan which chops it into short pieces and conveys it pneumatically through ducting for collection, baling and future re-use. The package deal includes the supply of two 11 foot trim collectors, 2,500 feet of ducting, 7 fans, plus a shredder and baling press.

Testing equipments exported to Sweden

A FIRST consignment of specialised non-destructive testing equipments manufactured by Teledictor Ltd., a Duport Group Company, has been shipped to Sweden. The equipments detect 'unseen' cracks in critical components used in the manufacture of aircraft and motor vehicles and are vital for safe production of such parts as steering, gears, tie rods and pinions.

Teledictor have appointed AB Kontrollmetod, Frorensaregatan, Vastra Frolunda, as Swedish agents for their specialised equipments and the Swedish company reports that these British-made machines are attracting wide interest in Sweden's engineering industry.



A new pharmaceutical factory, designed, constructed and equipped for Beecham Pharmaceuticals (Pte.) Ltd. in Singapore by Taylor-Woodrow under a contract valued at about £4.4 million (S$32 million), has been completed to time—18 months—and scheduled cost and, after commissioning, is expected to start production on December 1. Two contracts jointly valued at over £700,000 have also been awarded to Taylor-Woodrow International Ltd. for new factories in Malaysia.

Addresses of ECGD local offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters. Its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1971-72 was £3,813 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, EC2P 2EL. Tel. 01-606 6699, Telex 883601. The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 01-488 3491. Telex 886888.

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The East and North Riding of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD Tel. Leeds 30082. Telex 55232.
W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds 6. Tel. 782121. Telex 55125.

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New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. A. Dorrian, DFM, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 126919.

Secretary of State to visit Poland

MR. John Davies, Secretary of State for Trade and Industry, has accepted an invitation from the Polish Minister of Foreign Trade, Mr. Tadeusz Olechowski, to make an official visit to Poland between October 16 to 18.

During his visit Mr. Davies will have discussions about Anglo-Polish trade with senior Polish Ministers and others, and he also expects to tour a number of import industrial undertakings. He will be accompanied by senior officials of the Department of Trade and Industry.

Minister for Trade visits Yugoslavia

THE Minister for Trade, Mr. Michael Noble, accompanied by Mrs. Noble, visited Yugoslavia from September 15 to 20 at the invitation of the Yugoslav Federal Government.

At Zagreb, Mr. Noble met members of the Government of the Republic of Croatia and attended the Zagreb international autumn trade fair (September 7 to 17), at which the Department of Trade and Industry supported a joint venture comprising ten British exhibitors sponsored by Birmingham Chamber of Commerce.

On September 18 Mr. Noble went to Belgrade to meet Mr. D. Bijedic, Prime Minister of the Federal Executive Council of Yugoslavia, and afterwards had talks at the Federal Secretariat for Foreign Trade on a range of topics covering Anglo-Yugoslav commercial relations.

The Quebec Minister for Trade and Industry, Mr. Guy St. Pierre, is seen at the Department of Trade and Industry last week with Mr. John Davies, Secretary of State for Trade and Industry. Earlier in the week Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, was host at a lunch for Mr. and Mrs. St. Pierre at Marlborough House, London.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty on the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 5.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Bromotrichloromethane	as in previous column	December 31, 1972	14006
29.06	Oestra-1,3,5(10)-triene-3,16β, 17β-triol	16-Epi-oestriol	December 31, 1972	13981
29.08	Cedryl methyl ether	as in previous column	December 31, 1972	14005
29.35	Iprindole hydrochloride	as in previous column	December 31, 1972	13974
29.39	Cortisol 21-(hydrogen succinate)	Hydrocortisone hydrogen succinate	December 31, 1972	13986
	Deoxycorticosterone 3-phenylpropionate	Deoxycortone-21-phenyl propionate	December 31, 1972	13979
	Ethisterone	as in previous column	December 31, 1972	13985
	17α-Ethynylandrost-5-ene-3β, 17β-diol	Ethinyl androstenediol	December 31, 1972	13984
	17α-Ethynyloestra-1,3,5 (10)-triene-3, 17β-diol	Ethinyl oestradiol	December 31, 1972	13983
	Mestranol	as in previous column	December 31, 1972	13987
	Nandrolone *n*-decanoate	Nandrolone decanoate	December 31, 1972	13989
	Nandrolone 3-phenylpropionate	Nandrolone phenyl propionate	December 31, 1972	13991
	17β-Oestradiol	as in previous column	December 31, 1972	13999
	17β-Oestradiol 3-benzoate	Oestradiol benzoate	December 31, 1972	13998
	17β-Oestradiol dipropionate	Oestradiol dipropionate	December 31, 1972	13994
	17β-Oestradiol 17-(3-phenylpropionate)	Oestradiol phenylpropionate	December 31, 1972	13995
	Oestriol	as in previous column	December 31, 1962	13992
	Oestrone	as in previous column	December 31, 1972	13993
	Progesterone	as in previous column	December 31, 1972	13996
	Testosterone	as in previous column	December 31, 1972	13997
	Testosterone *n*-decanoate	Testosterone-17β-decanoate	December 31, 1972	14001
	Testosterone 3-phenylpropionate	Testosterone phenyl propionate	December 31, 1972	14002
	Testosterone propionate	as in previous column	December 31, 1972	14003
58.02	'Synthetic grass,' being a woven pile fabric with a pile of green polyamide strip of not less than 220 decitex of heading number 51.02 and a ground of polypropylene strip of heading number 51.02 sealed on the back with a layer of synthetic rubber or artificial plastic material, and weighing not less than 1.6 kilogrammes per square metre	Astroturf action surface	December 31, 1972	12669

Imports of fish from the Eastern Area

WITH effect from September 16, 1972 the following items may be imported from the Eastern Area, under the authority of the Open General Import Licence, dated June 30, 1971, as amended. This means that they may now be imported from all sources, except Southern Rhodesia, without the need for an individual import licence.

Tariff heading	Description
ex 03.01	Sea fish, fresh (dead), chilled or frozen
ex 03.03	Crustaceans and molluscs, whether in shell or not, fresh (live or dead), chilled, frozen, salted, in brine or dried; crustaceans in shell, simply boiled in water
16.05	Crustaceans and molluscs, prepared or preserved

The Open General Import Licence defines the Eastern Area as Albania, Bulgaria, Czechoslovakia, Eastern Germany (USSR zone and sector of Berlin), Hungary, North Korea, North Vietnam, the People's Republic of China, the People's Republic of Mongolia, Poland, Romania and the Union of Soviet Socialist Republics.

Until now fresh and frozen sea fish and shellfish and prepared or preserved shellfish, with certain exceptions, have been subject to individual licence when imported from the Eastern Area.

Quantitative restrictions of this type do not form part of the European Economic Community's common fisheries policy, which will apply to the United Kingdom from February 1, 1973. Under this policy action may be taken by the Community against fish imports from third countries, where entry prices are too low or market disruption is threatened. About 85 per cent of total United Kingdom supplies of fresh and frozen fish are landed by British vessels, the remainder being imported.

Anti-dumping application on confectionery twist-wrapping machines

THE Department of Trade and Industry has made an Order (the Anti-Dumping Duty (No. 2) Order 1972) which came into force on September 14, 1972 and imposes an anti-dumping duty of £2,250 per machine on imports of machinery for wrapping pre-formed individual pieces of confectionery originating in Eastern Germany (USSR zone and sector of Berlin).

Having completed its investigation into the anti-dumping application announced on February 16, 1972, the Department is satisfied that imports of such machinery orginating in Eastern Germany have taken place at dumped prices; that this dumping has caused, and threatens to cause further, material injury to the UK industry; and that it is in the national interest that anti-dumping action should be taken.

For the purpose of implementing the Order the Department has directed that proof of the country of origin shall be furnished to HM Customs and Excise in respect of such machinery exported to the United Kingdom from Bulgaria, Czechoslovakia, Eastern Germany (USSR zone and sector of Berlin), Hungary, Poland, Romania, the Union of Soviet Socialist Republics or Yugoslavia.

Copies of the Anti-Dumping Duty (No. 2) Order 1972 (SI 1972/1371) are available from HMSO, 49 High Holborn, London WC1 (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

Application for reimposition of import duty

THE Department of Trade and Industry, Tariff Division, has received an application for the reimposition of the import duty from January 1, 1973 on the following item, which is at present temporarily exempt from duty. This is in response to the notice of the Annual Review of temporary exemptions published in *Trade and Industry* on August 17, 1972,

Tariff heading	Description	Reference
29.14	Methyl *n*-dodecanoate	T 13373

Representations should be addressed to Tariff Division, Department of Trade and Industry, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, giving the respective reference shown above. These should be received by October 5.

Federal Republic of Germany: 'How to export' leaflets

A SERIES of leaflets in English under the main heading 'How to Export to the Federal Republic of Germany' is available free of charge from the German Chamber of Industry and Commerce. In addition to a general leaflet, the series includes articles on 'Marketing channels and intermediaries', 'Import regulations', and 'Import duties and taxes'.

The Federal Republic of Germany is the world's second largest importer and Britain's second largest export market. The leaflets are a valuable addition to literature on marketing conditions in Germany, and firms who wish to obtain copies should send their requests to the German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE, enclosing a stamped, addressed envelope for reply.

The leaflets are not published specifically for the British would-be exporter and do not therefore deal with the official British Government channels of export assistance. The Department of Trade and Industry would recommend exporters to bring their specific requirements for advice and assistance in relation to the Federal German market to them through their Regional Offices and Export Services Division.

Waterfront hotel for Kingston, Jamaica

THE Export Credits Guarantee Department has signed a buyer credit facility to guarantee a £1.9 million loan by National Westminster Bank to Kingston Waterfront Hotel Company Ltd. This is to assist in financing the construction of a 390-bedroom hotel (see picture on page 161 of August 24 issue) by Higgs and Hill Ltd., New Malden, Surrey, as part of the Kingston waterfront development scheme. The contract, worth over £4 million, is a further stage in a £12 million redevelopment; ECGD backing for an earlier stage was reported in the August 24 issue, page 342. The loan is repayable over nine years, beginning in three and a half years time.

Denmark: proposed tax increases

AT the opening of the Danish Folketing on September 4, the Finance Minister tabled, *inter alia*, the following proposals:

Petrol tax to be increased by 20 per cent or some 15 ore per litre.

Weight tax on vehicles (also known as kerb tax) to be increased by 20 per cent. (This tax is equivalent to the UK road fund licence).

Cigarette tax to be increased by 2 ore per cigarette.

Spirits tax to be increased by about 14 per cent.

A further notice will be published on when these proposals come into effect. **EDB ext. 458/459/461**

Belgium and Luxembourg decree

A BELGIAN ministerial decree of August 22 added unwrought aluminium and unwrought aluminium alloys (ex 76.01) to the list of products subject to import licensing. The decree was published in the *Moniteur Belge* of August 31 and came into effect on the day of its publication. Imports of the same goods into Luxembourg will also be subject to import licensing. This measure is taken in execution of the EEC Regulation 1629/72 of July 28 imposing Community surveillance on imports of the goods in question.

EDB ext. 288/7175/408/423

Jordan: encouragement of investment

DRAFT legislation to encourage investment in their country has been approved by the Jordan Council of Ministers. To become law it will need to be passed by both legislative houses and then receive the royal assent. According to a local paper, *Ad-Dustour*, the new legislation is on the lines of an earlier law, No. 1 of 1967, except that it offers some additional benefits to potential investors. Copies of the *Ad-Dustour* version of the new legislation are available.

CRE ext. 3419

TARIFF & TRADE NOTICES

Details of European Communities legislation which formerly appeared on this page are now published in the European Communities Section of the journal.

Switzerland

IMPORTED PRE-PACKED GOODS: Details were published in *Trade and Industry*, July 27, page 171 of the Swiss decree on compulsory details in trade and commerce in measurable goods. The decree has been amended by an order dated August 16. This has necessitated revision of the unofficial translation and copies of the amended version are available to British exporters.

EDB ext. 460/461

Yugoslavia

FOREIGN EXCHANGE LAW: The translation of the new Yugoslav Law on Foreign Exchange Dealings has been received and a copy is available for inspection at Tariff Section of Export Data Branch. **EDB ext. 420/475**

Morocco

AMENDMENTS TO CUSTOMS TARIFF: (a) The Moroccan *Bulletin Officiel* of July 19 published details of amendments to the customs tariff. The new rates of duty have already become operative. The following items are affected:

Tariff heading	Description	Tariff General	Working
83.11	Bells and gongs, non-electric of base metal and parts thereof of base metal		
	— A. Bicycle bells	80	50
	— B. Other	35	20
84.06	Other engines		
	— — II internal combustion engines (compression ignition)		
	— — — (b) Other		
	— — — — (1) with a cylinder capacity of 3.5 litres or less, in CKD form for use in local assembly	30	Ex
	(2) other		
87.12	Parts and accessories of articles falling within tariff headings 87.09, 87.10, 87.11		
	— A. for motor cycles	40	15
	— B. for cycles		
	— — I with auxiliary motor	40	15
	— — II without auxiliary motor		
	— — — (a) frames (finished or unfinished) painted or unpainted	40	25
	— — — (b) saddles	40	25
	— — — (c) mudguards and parts	40	25
	— — — (d) forks (including telescopic forks), handlebars, grips, saddle pins, pedals and brakes	80	50
	— — — (e) other	40	15
92.12	Gramophone records and other sound recordings; matrices for the production of records; prepared recorded blanks, film for mechanical sound recording; prepared tapes, wires, strips and like articles of a kind commonly used for recording sound		
	A — Prepared for recording but not recorded		
	— — magnetic strips and discs for use with electronic computers	40	10

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In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

(b) The *Bulletin Officiel* also announced that hydraulic cement (tariff heading 25.23) could be imported into Morocco exempt of duty for the duration of 1972. **EDB ext. 420/475**

IMPORT REGULATIONS: The Moroccan *Office des Changes* has announced that the following item has been transferred from List B (goods requiring a licence) to List A (goods not requiring a licence) of the General Import Programme:

Tariff heading	Description
ex 59.01.10	Products of cellulose acetate (including filter tips) for use in the manufacture of cigarettes

EDB ext. 420/475

Zaire

IMPORT POLICY: British exporters, who will be aware of the Zairian Government's views on the use of certain types of overseas intermediaries in commercial transactions in Zaire, will wish to know that the Zairian Government have recently announced that no more than 15 per cent of Zaire's total imports shall come from any one country. An immediate effect will be a reduction in entrepot trade, which includes what is thought to be a sizeable UK element. Exporters who have dealt on a commission basis with buying houses in a third country may find that their goods are not now admitted into Zaire. Already goods imported from or handled by firms in one European country require express approval of the Banque du Zaire in the form of a 'visa prealable'. British exporters are therefore strongly advised to ship direct to Zaire and to do business with Zairian companies wherever possible. Given that the UK supplied 6.9 per cent of Zaire's imports in 1969 (the latest figure available), opportunities for an increase in trade exist and will increase as the pattern of import trade begins to change. Exporters who choose to disregard the changing situation in Zaire could find that their future exports will be blocked. Further details will be published when they become available.

CRE ext. 2334/3338

South Africa

CUSTOMS TARIFF APPLICATIONS: Customs Tariff Application List 564, published in the South African *Government Gazette* of September 8, 1972 contains applications to the Board of Trade and Industries for increase in duty on:

Certain pencils (98.05.10 and 98.05.90)

Wrought copper and alloy, circles, sheets, plates, strips and foil (74.04.10, 74.04.20, 74.04.30, 74.04.40, 74.04.90 and 74.05)

Bifurcated rivets (83.09.90)

Solid buttons and button moulds of metal (98.01.30.90 and 98.01.10).

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes

to make representations to the South African Board and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to Commercial Relations and Exports Department, Department of Trade and Industry. **CRE ext. 2274**

CUSTOMS DUTY CHANGES: The following alterations were notified in the South African *Government Gazette* of August 4.

Specific provision at the rate of duty of 20 per cent or 1,100 c per 100 kg is made for plates, sheets, strip film and foil, including tiles, of vinyl chloride polymers or co-polymers, of a thickness exceeding 0.75 mm but not exceeding 4.75 mm. (BN 39.02)

The duty on floor coverings, including tiles, of vinyl chloride polymers or copolymers, is amended from 20 per cent to 20 per cent or 1,100 c per 100 kg. (BN 39.07)

Specific provision at the rate of duty of 20 per cent or 1,100 kg is made for floor coverings, including tiles consisting of a coating of vinyl chloride polymers or copolymers on a felt base. (BN 59.10)

The provision for an ordinary anti-dumping duty on imitation patent leather is withdrawn.

Ladies handbags: the general rate of duty is amended from 30 per cent to 30 per cent or 150 c each. The Most Favoured Nation rate of 25 per cent remains unchanged. (BN 42.02)

Provision is also made for a rebate of full duty on frames of base metal with clasps or incorporating locks for the manufacture of handbags.

The provision for a rebate of duty is withdrawn on fatty acids of tall oil for the manufacture of synthetic resins and artificial plastics, and paper and paperboard with a basis mass per m^2 exceeding 250 g, for the manufacture of plasterboard.

EDB ext. 471/472/473/462

Seychelles

CUSTOMS TARIFF AMENDMENT: Statutory Instrument 53 of 1972, published in the *Seychelles Gazette* of May 8, amends the customs tariff in schedule B—exemptions from import duty—by the deletion of items 22, 29 and 60 and the substitution of the following new items:

22	Fire extinguishers, other fire-fighting equipment and accessories and spares therefor, and fireproofing materials, accepted by the Collector of Customs as being usable for no other purpose
29	Grains, flours and pulses of all kinds, but not further prepared and, in the case of pulses, not in airtight containers
60	Water filters and accessories and spares therefor, and materials accepted by the Collector of Customs as being used solely for filtering of water

EDB ext. 471/472/473/462

IMPORTATION OF TEA: Proclamation 21 of 1972, published in the *Seychelles Gazette* of May 1, prohibits the importation of tea except where it is imported in accordance with a licence issued by the Director of Agriculture. **EDB ext. 471/472/473/462**

Australia

TARIFF CHANGES AND QUOTAS ON KNITTED SHIRTS AND OUTERGARMENTS AND WOVEN SHIRTS: Details are given below of changes made in the Australian Customs Tariff by Customs tariff proposals which came into effect on September 1, 1972 and are consequent upon Tariff Board inquiries.

AMENDMENTS OF PART II OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-72

Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
Omit sub-item 60.04.1, insert the following sub-item:			
60.04.1	— Men's and boys' shirts, being goods that are entered for home consumption on and after July 1, 1974	45%	20%
After 60.04.5 insert the following sub-item:			
60.04.6	— Men's and boys' shirts, being goods that are entered for home consumption on or before June 30, 1974:		
60.04.61	— — As prescribed by by-law	To and including December 31, 1973—45% or, if higher, $2.86 per kg From and including January 1, 1974—45%	To and including December 31, 1973—20% or, if higher, $2.86 per kg less 25% From and including January 1, 1974—20%
60.04.69	— — Other	To and including December 31, 1973—$9.86 per kg or, if higher, $7.00 per kg and 45% From and including January 1, 1974—$7.00 per kg and 45%	To and including December 31, 1973—$9.86 per kg less 25% or, if higher, $7.00 per kg and 20% From and including January 1, 1974—$7.00 per kg and 20%
Omit item 60.05, insert the following item:			
60.05	*Outer garments and other articles, knitted or crocheted, not elastic or rubberised:		
60.05.1	— Coats, jumpers, cardigans, sweaters, blouses, shirts and the like, being goods that are entered for home consumption on or before June 30, 1974:		
60.05.11	— — As prescribed by by-law	To and including December 31, 1973—45% or, if higher, $2.86 per kg From and including January 1, 1974—45%	To and including December 31, 1973—20% or, if higher, $2.86 per kg less 25% From and including January 1, 1974—20%

(continued on next page)

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AUSTRALIA
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Tariff item	Goods	Rates of duty: General	Rates of duty: Preferential
60.05.19	— — Other	To and including December 31, 1973—$9.86 per kg; or, if higher, $7.00 per kg and 45% From and including January 1, 1974—$7.00 per kg and 45%	To and including December 31, 1973—$9.86 per kg, less 25%; or, if higher, $7.00 per kg and 20% From and including January 1, 1974—$7.00 per kg and 20%
60.05.2	— Articles of apparel not being goods falling within sub-item 60.05.1	To and including December 31, 1973—45% or, if higher, $2.86 per kg From and including January 1, 1974—45%	To and including December 31, 1973—27½% or, if higher, $2.86 per kg less 17½% From and including January 1, 1974—27½%
60.05.3	— Towels	55%; or, if higher, $1.08 per m², less 55%	17½%; or, if higher, $1.08 per m², less 92½%
60.05.9	— Other	32½%	20%
Omit sub-item 61.03.1, insert the following sub-item:			
61.03.1	— Shirts (not being nightwear) and shirt fronts with or without collars, being goods that are entered for home consumption on and after July 1, 1974	40%	20%
Omit sub-item 61.03.5, insert the following sub-items:			
61.03.5	— Shirts (not being nightwear) and shirt fronts with or without collars, being goods that are entered for home consumption on or before June 30, 1974:		
61.03.51	— — As prescribed by by-law	To and including December 31, 1973—40% and $1.50 per doz From and including January 1, 1974—40%	To and including December 31, 1973—20% and $1.50 per doz From and including January 1, 1974—20%
61.03.59	— — Other	To and including December 31, 1973—40% and $1.50 per doz and $7.00 per kg From and including January 1, 1974—40% and $7.00 per kg	To and including December 31, 1973—20% and $1.50 per doz and $7.00 per kg From and including January 1, 1974—20% and $7.00 per kg
61.03.9	— Other, that is to say textile fabric shaped for making goods falling within another sub-item of this item	52½%	22½%
Omit sub-item 61.04.2			

In addition to the above tariff changes the Australian Government have introduced tariff quotas on knitted shirts and outergarments and woven shirts for a period up to June 30, 1974. The tariff quotas will be established on the basis of the value of imports during 1971-72, and will provide for growth in 1972-73 of 20 per cent in the case of knitted goods and 2½ per cent in the case of woven shirts. Part of the growth will be set aside for new importers. Tariff quotas in 1973-74 will be increased again by 7½ per cent in the case of knitwear and 2½ per cent in the case of woven shirts.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Imports above the quotas will be subject to additional duties of $7.00 per kilogram on both knitted goods and woven shirts. The range of knitted goods covered by the tariff quotas has been extended to include knitted blouses. The Australian Government have decided to look at the situation again during 1974, in the light of developments within the Australian industry and overseas.
EDB ext. 401/468/469

CASH SECURITIES—PHOTO-ENGRAVING PLATES: The Department of Trade and Industry has been notified by the British High Commission at Canberra that an investigation is taking place on the question of dumping of the following goods:

Zinc plates prepared for photo-engraving (tariff item 84.34.300).

Magnesium plates for photo-engraving (tariff item 84.34.200).

Provisional anti-dumping action by way of cash securities has been introduced on imports of these goods into Australia from August 21, 1972. Ref. CRE 23536/G4. **CRE ext. 2318/2319**

New Zealand

CUSTOMS TARIFF CHANGES: The New Zealand Government have issued Customs Tariff Amendment Order (No. 14) 1972, which came into force on August 25, amending tariff items 85.14.021, 85.14.029, 85.15.241 and 85.15.249 in the New Zealand Customs Tariff to read as follows:

CHAPTER 85. ELECTRICAL MACHINERY AND EQUIPMENT; PARTS THEREOF

Number	Description	Unit	Rates of duty: British preferential	Rates of duty: Most favoured nation	Rates of duty: General tariff
85.14	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers:				
	Audio-frequency electric amplifiers:				
85.14.022	As may be approved by the Minister and under such conditions as he may prescribe	No.	Free	20%	25%
85.14.027	Other	No.	30% Aul free *or*†	50% *or*†	55% *or*†
85.14.028	*each*	No.	$25 Aul free	$35	$35
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including receivers incorporating sound recorders or reproducers) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus:				
	Parts of radio broadcast receivers:				
	High-fidelity tuning units:				
85.15.242	As may be approved by the Minister and under such conditions as he may prescribe	..	Free	20%	25%
85.15.248	Other	..	30% Aul free	50%	55%

† Where alternative rates are shown the rate chargeable is that which returns the higher duty.

EDB ext. 401/468/469

CUSTOMS TARIFF INQUIRIES—IMPORT LICENSING—CANCELLATION AND AMENDMENT: The New Zealand Tariff and Development Board has issued the following two alterations to the notice relating to public hearings scheduled for September 12 and 13 respectively (see *Trade and Industry*, July 13, pages 66 and 67):

Sodium hydroxide (caustic soda) in packages not exceeding 7 lb. net weight (TI 28.17.001)—hearing scheduled for Tuesday, September 12 was cancelled.

No representations having been received about enzymatic preparations for pre-tanning (TI 32.03.001), the hearing on Wednesday, September 13, was confined to goods of TI 38.06.000, 38.12.001, 38.12.002 and 38.12.009.

Ref. CRE 1162/72. **CRE ext. 2321**

EMERGENCY PROTECTION AUTHORITY—FRAMES WITH CLASPS FOR HANDBAGS: The New Zealand Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of frames with clasps for handbags and the like.

Details of the tariff items, under which the above-mentioned goods are dutiable are given below:

Tariff item	Unit	British Preferential	Most favoured nation	General
83.09.001		30%		60%
83.09.002	each	8c		8c plus 30%
83.09.008		30%		60%
83.09.009	each	25c		25c plus 30%

The Emergency Protection Authority is required to report to the Minister by October 6, 1972.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents or the Director of the British Trade Association of New Zealand, Inc., PO Box 2286, Wellington, New Zealand (telegraphic address: 'Transtrade', telephone: Wellington 43-706). The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Division. Ref. CRE 1180/72.

CRE ext. 2321

TARIFF AND DEVELOPMENT BOARD REPORTS: Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Tariff no.	Description
60.01.03 60.01.07 60.01.21 60.01.22 60.01.23 60.01.24	Certain knitted fabrics
83.05.009	Fittings for loose-leaf binders, etc.
83.09.001 83.09.002 83.09.008 83.09.009	Frames with clasps for handbags and the like
ex 97.06.029	Swim fins and flippers

CRE ext. 2321

Panama

CHANGE IN DUTY ON PLASTICS RAW MATERIALS: Panamanian Cabinet Decree No. 112 of July 18, 1972, makes the following amendments to the customs tariff:

Tariff no.	Description	Duty
599.01.04	Polyurethane	1.25 Balboas per gross kilo
599.01.99	Other synthetic plastics materials and artificial resins, in any unmanufactured form, and other plastics materials nes	10% *ad valorem*

EDB ext. 474/476/7312

CHANGES TO TARIFF ON CARBON PAPER AND STENCILS: The Panamanian Government have announced the following additions and changes to the tariff, under Cabinet Decree No. 118 of July 27, 1972:

Tariff no.	Description	Duty (Balboas)
642.09.02	Stencil paper cut to size	0.20 per gross kilo
642.09.20	Stencil paper in rolls or sheets	0.20 per gross kilo
642.09.21	Carbon paper in rolls or sheets	2.50 per gross kilo
642.09.25	Carbon paper cut to size	2.50 per gross kilo

The above decree takes effect sixty days after its promulgation.

EDB ext. 474/476/7312

Argentina

SALES TAX REDUCED: Argentine Resolution 1469/72 (V) of the General Tax Directorate makes the following reductions in sales taxes on imported goods:

Previous rate	Reduced rate
20%	19%
15%	14%
10%	9%
3%	2%

The reduction is in force from the date of publication of the Resolution (June 12, 1972) until December 31, 1972.

EDB ext. 474/476/7312

Peru

PROHIBITIONS: Directoral Resolution 1321-72-IC-DGI-DECI of August 24 adds further goods to the Peruvian National Register of Manufactured Goods. As a result these products can no longer be imported unless local industry fails to meet local demands as regards quality and quantity. Part of or all of the following tariff numbers are affected:

04.02	09.01	21.07	44.03	44.05	44.07	44.10	44.16
44.17	44.18	44.23	44.25	48.16	48.18	48.19	49.01
49.09	49.10	65.04	70.07	70.09	71.12	73.23	

EDB ext. 474/476/7312

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Temporary suspension of the Common Customs Tariff (CCT) of the EEC

THERE are a number of products on which the duties are at present totally or partially suspended in the CCT and these are set out in the Schedule below. The suspensions are due to expire on December 31, 1972 unless in the meantime the Community decides to renew them.

The Department of Trade and Industry will wish to take account of UK interests in making its views known to the Community before decisions are taken whether these suspensions should be continued or modified. In so far as it is decided by the Community that a total or partial suspension of the CCT should be continued, the Department of Trade and Industry will have to consider whether to recommend that the UK transitional tariff should be suspended down to the same level at the earliest possible date or whether the UK tariff should instead be aligned progressively towards the suspension level of the CCT in accordance with the transitional timetable set out in Article 39 of the Treaty of Accession.

In those cases where the existing CCT suspensions are continued the Department would propose to implement them in the UK tariff as soon as feasible unless, in the light of information received, it is judged that whilst there may be no objection to the CCT suspension it would nevertheless be contrary to the interests of UK producers to implement a similar suspension in the UK. Spirits of turpentine (tariff heading 38.07 A) are the subject of a revenue duty rather than an import duty in the UK tariff. Until this duty is partially converted into a protective duty, there will be no question of introducing a suspension in our own tariff.

Interested Trade Associations have been consulted but if any UK producers outside such associations have an interest in the goods in question and consider that they are able to supply the needs of the enlarged Community and that their interests would be adversely affected by the loss of Community preference which a continued period of suspension of the CCT would entail, they should inform the Department, giving for each particular product as much of the following information as possible:

(a) estimated EEC (10 countries, including the UK) demand in 1973 and subsequent years;
(b) estimated UK demand in 1973 and subsequent years;
(c) UK production expected to be available for
  (i) the UK market
  (ii) the rest of the EEC in 1973 and subsequent years.

As much as possible of the information requested in the paragraph above should also be provided by any manufacturers who do not object to continued suspension of the CCT but do object to the proposed immediate parallel suspension of the UK transitional tariff on the grounds that, whilst they may not be able to supply all the demand of the enlarged Community, they can supply the UK demand.

The information requested above from UK manufacturers should be sent to Department of Trade and Industry, Tariff Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (telephone: 01-222 7877, ext. 2519) not later than September 25,1972.

Common Customs Tariff heading	Description	Normal rate of duty	Suspended rate of duty
29.44(c)	Nystatin	8%	Total suspension
32.01(D)	Tanning extracts of eucalyptus	8%	4% (within the limits of an annual tariff quota of 250 metric tons) *
38.07(A)	Spirits of turpentine	4%	3%
38.19(D)	Sulphonic acids of oils bituminous minerals, thiophenated (thiopthenes), and their salts	8.8%	7.5%
38.19(T)	Aqueous suspension of microcapsules containing a dye in the leuco form, of the type used in the manufacture of copying papers	14.4%	Total suspension
54.03(B)(1)(a)	Unbleached flax yarn (excluding tow) of a length of 30,000 m per kg or less, intended for the manufacture of multiple or cabled yarns, for the boot and shoe industry and for winding cables	6.5%	2% (within the limits of an annual tariff quota of 500 metric tons) *

* The European Economic Community have proposed the abolition of the tariff quota should the suspension be continued into 1973.

'Britain and the EEC'

New edition of businessmen's guide

A NEW revised edition of 'Britain and the EEC'—a series of articles for businessmen reprinted from *Trade and Industry*—has been published by the Department of Trade and Industry. Texts have been updated, where necessary, and there are five additional articles. These include an explanation of the transitional arrangements for industrial tariffs, a summary of DTI sources of assistance in developing exports to the enlarged Community and an important article about the Community's secondary legislation. A guide to the treaties and secondary legislation published by HMSO is also included and there is an expanded reading list.

'Britain and the EEC' is a continuing series and further articles, as well as other essential information on EEC matters, will appear in future issues of *Trade and Industry*.

The complete list of titles in the new edition is as follows:

The Treaty of Rome: an outline of its principal provisions.

The European Coal, Steel and Atomic Energy Communities.

Information and advice on the EEC available from the Department of Trade and Industry.

The EEC/EFTA Information Unit.

Selling to the Common Market.

Transitional arrangements for industrial tariffs on joining the EEC.

Common commercial policy of the EEC.

Industrial policy and the Community.

Technology and the Community.

Fair competition in the Community.

The EEC and the free movement of labour.

Common Market transport policy.

The scope and form of Community law.

The Secondary Legislation of the European Community.

The European Community: a reading list.

Treaties and Secondary Legislation: HMSO publications.

Copies of the new edition and of individual articles can be obtained, free of charge, from: EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877.

Publications —Extension 3591
EEC questions —Extension 3579 or 2479
EFTA questions—Extension 2480 or 2479

A voice—and a place—for small firms when Britain joins the EEC

—Mr. Anthony Grant

BRITAIN'S one and a quarter million small firms will not be faced with a mass of new and complicated rules and regulations when Britain joins the Common Market in 16 weeks time, Mr. Anthony Grant, Parliamentary Under Secretary of State for Industrial Development, told the conference, 'Britain in Europe—The Future for Small Firms' in Newcastle on September 15.

'In most respects,' he said, 'the legal framework to which you are accustomed will be unchanged.

'Those who import or export their goods will, of course, have to familiarise themselves with a new set of procedures as we align ourselves with the Communities' arrangements. But I am confident with their record of quick, adaptable response to new trading arrangements—EFTA provides a good example—the changeover will be made with a minimum of trouble.

'Other adaptation, for instance in the fields of company law and the rules of competition, will barely touch the broad run of small firms. For our part, we and other Government departments are giving full advice and publicity wherever legal or procedural change is likely.

'To help the smaller firm in particular to find out how it might be affected, my Department plans to publish later this year a compact guide to the changes in the law on entry which are likely to effect industrial and commercial firms.'

On the competitive effects of entry on small firms, Mr. Grant said: 'One should not regard the EEC market as an unbroken whole which can only be served by the largest producers. It can be expected that the opportunities for small firms to exploit their particular strength will increase as the enlarged market gets under way.

'Fast rising living standards and greater consumer discrimination will create demands for specialised goods and services, bringing profit opportunities not previously available within the national market. With their ability to meet special design and service requirements, small firms will be well placed to seize these possibilities, both in the consumer and production goods fields.

'Their flexibility and adaptability will give them the edge in meeting consumers' increasing needs for goods of greater variety and better quality. Their flair for innovation should stand them in good stead to compete with their competitors in member states.

'Increased industrial growth will mean more business for the many small firms who act as sub-contractors or component suppliers to larger producers.

'But,' said Mr. Grant, 'the opportunities will have to be taken and competition will have to be faced. It is vitally important, therefore, that firms should be prepared. If they have not done so already, each small firm must consider systematically how entry into the EEC will affect its business. This means not only the effect of tariff changes on its exports to the EEC, but also the effects on its domestic business and trade with third countries.

'Many small firms are, I know, well ahead with their preparations. In fields as diverse as tableware and dust-carts, they are reviewing their product ranges and selling organisations, and gearing them to Europe's demands. They are looking at European requirements on prices, design, standards, packaging and so forth and firms in the North East must not be left behind.'

Speaking earlier of small firms already in the EEC, Mr. Grant said, 'All the EEC countries have large and thriving small firms' sectors, bigger, relatively, than our own. In four of them they employ half or more of the labour force.

'There is no evidence that small firms have been harmed by the EEC. Indeed, all the indications are that they have fully shared in the general prosperity generated by the market.

'A report published by the Federal Government of West Germany shows that small and medium-sized firms in manufacturing did better than firms as a whole on many counts, with bigger increases in both turnover and numbers employed; and among these, the smallest firms did particularly well.

'The Community,' said Mr. Grant, 'is sensitive to the need to help its small firms adapt themselves to new conditions, and a series of specific measures has been proposed. A major aim is to help them widen their scope of operation through co-operation with others in different member countries. A new legal form designed to make collaboration easier is under consideration.

'Proposals have been made for an office for promoting contacts; and plans are at an advanced stage to encourage international technical co-operation between small and medium-sized firms by granting Community development contracts for selected projects.

'We are following these developments with the closest interest. Other proposals are in the pipeline. We look forward, as full members, to speaking for our own small firms as the fuller development of policies gets under way.'

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

Fisheries. Regulation (CEE) No. 1939/72 relates to conditions and procedures for the recognition of producer organisations in the fishing industry. (*Journal Officiel* No. L207, September 9, 1972)

Fruit and vegetables. Regulation (CEE) No. 1918/72 fixes the standard average values for the valuation of imported citrus fruits. (*Journal Officiel* No. L205, September 7, 1972) **EDB ext. 7174/408**

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972. The *Journal Officiel des Communautés Européennes* No. L207 dated September 9, 1972 contains a notice reimposing the Common Customs Tariff duties on certain of these products. The French text may be seen on application:

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Regulation no.
44.14	Wood sawn lengthwise, sliced or peeled but not further prepared, of a thickness not exceeding 5 mm; veneer sheets and sheets of plywood, of a thickness not exceeding 5 mm B. Other	Brazil	September 11, 1972	2794/71

EDB ext. 7174/408

British industry in Europe

MR. John Davies, Secretary of State for Trade and Industry, will be a leading speaker at a one-day conference on 'British Industry in Europe' which is to be held at the Cafe Royal, London, on December 14 to mark the eve of British entry into the European Community.

The conference is being co-sponsored by the British Overseas Trade Board, the Confederation of British Industry, the Association of British Chambers of Commerce and the *Financial Times*, who are also organising it.

The chairman of the conference will be Lord Thorneycroft, who is Chairman of the British Overseas Trade Board. A panel discussion on government and private services to industry will be chaired by Sir Frank Figgures, Director General of the National Economic Development Office.

Mr. Heseltine orders speedy consideration of new Channel navigation plan

MR. Michael Heseltine, Minister for Aerospace, who has responsibility for marine affairs, has ordered that top priority be given to consideration of a report by a firm of consultants recommending that a new and much more comprehensive English Channel Navigation Information Service be introduced for shipping.

Speaking at a press conference after touring the Dover Strait in the Coastguard helicopter and inspecting the radar surveillance scheme at St. Margaret's Bay Coastguards, Mr. Heseltine said:

'I have just received a very full report by Software Sciences Ltd., a firm of consultants using operational research methods, on Channel navigation which is being studied as a matter of urgency.

'The main recommendation is that a new and much more comprehensive Channel Navigation Information Service should be introduced. This would be expected to increase significantly the safety of ships in the Dover Strait.

'It will involve consultation with neighbouring Channel countries and I have given instructions that top priority should be given to consideration of this report. I cannot yet say whether the Government will accept the conclusions. It must be recognised that full implementation, involving new buildings for radar equipment, costly new equipment and harmonisation of arrangements with other countries, will take time to be fully effective.

'We hope to move ahead by stages taking full account of the evidence being built up by Coastguards and the National Physical Laboratory and indeed by the Bristow Helicopter Unit working for the Coastguard from Manston.'

Reviewing the problem of safety in the Dover Strait Mr. Heseltine said:

'It would be foolish to minimise the fact that there are dangers of collisions and strandings in this area. Over the past 12 years there have on average been one collision a month, of which 80 per cent have occurred in fog. Fortunately there have been no major casualties in the past year but there is always a risk.

'Much has been done over the past five years to study the problem and introduce new measures to meet it. In June 1967 a Dover Strait Traffic Separation Scheme was introduced which was the first of its kind in the world. It consisted of two main one-way lanes for through traffic separated by natural obstacles of shallow water in the middle of the Channel with inshore zones either side of the Channel in which traffic could go both ways. In April 1972 the scheme was extended eastwards to join with the North Hinder traffic separation scheme in the southern North Sea and westwards as far as the Greenwich meridian. There is also a deep draft route for ships in the southern North Sea and further improvements have taken place by widening the English inshore zone and introducing where possible boundary separation zones between the inshore zones and the main lanes and traffic separation zones between main lanes themselves.

'Little accurate information was known about the nature and extent of shipping in English Channel until 1971 when a series of surveys by the National Physical Laboratory was undertaken at the request of the Marine Division of DTI. Five surveys during that year indicated about 300 vessels a day pass through Dover Strait. Of these 25 per cent use the English inshore zone, 37 per cent the westbound lane, 33 per cent the eastbound lane and 5 per cent the French inshore zone.

'In 1971 also the coastguard radar surveillance scheme was inaugurated based on St. Margaret's Bay. Some six weeks ago a new and experimental service of broadcast to shipping using the Channel was begun by the Coastguards. This has been much appreciated by shipmasters, and most recently on September 1, it was made mandatory on UK ships using the lanes of the traffic separation scheme to move in the correct direction and observe conditions about crossing the zones as far as possible by right angle's.

Mr. Heseltine added that about 10 per cent of shipping in the area broke the rules, and 'We are endeavouring to identify them using RN and RAF service craft, other fast motor launches and even a hovercraft. Manston helicopter is used but search and rescue work takes priority. The DTI's own hovercraft is currently engaged on identification trials and we are planning to have a patrol craft at sea for at least six out of every 24 hours as soon as possible.

'Foreign vessels identified as not observing the scheme will be reported to their government, and UK ships may be prosecuted. But discretion and common sense will be used and sanctions are aimed mainly at flagrant and dangerous offenders.'

Minister for Aerospace, Mr. Michael Heseltine, who is responsible for marine affairs, prepares at St. Margaret's Bay, Kent, for a Coastguard helicopter flight to view the working of the Dover Strait traffic separation scheme. The scheme—the first of its kind in the world—was introduced in 1967, and at the beginning of this month the use of the correct lanes was made mandatory for British ships.

Register of aircraft mortgages

A REGISTER of aircraft mortgages is to be started by the Civil Aviation Authority on October 1, 1972, in accordance with the Mortgaging of Aircraft Order 1972 which comes into force on that date.

This register will provide a simplified system for recording mortgages of United Kingdom registered aircraft at a central registry and for establishing priorities between such mortgages.

This simplified system for the registration of mortgages replaces the existing system provided for in English law by the Bills of Sale Acts 1878 and 1882.

The register will be kept by the Civil Aviation Authority at Shell Mex House, Strand, London, WC2 and the office will be open for receiving applications to register mortgages and priority notices and for registration and inspection of the register at the following times: 9.30 a.m. to 3.30 p.m. Monday to Friday (except Christmas Day, Good Friday and Bank Holidays).

Copies of the forms of application for registering an aircraft mortgage, a priority notice, a change in the particulars of a regis-

Mr. Christopher Chataway, Minister for Industrial Development, unveils a plaque at the opening last week of a 100,000 sq. ft. extension to the electronic instruments plant of Hewlett-Packard Ltd. at South Queensferry, Scotland. Right: Mr. Chataway watches a demonstration at the plant of a four-bed intensive care unit before it is sent to a new hospital at Bergen, Norway. On the Minister's right is Mr. Dennis Taylor, managing director of the firm. Fifty British graduates are engaged in R & D at South Queensferry. A microwave link analyser for TV transmission and telephone communications won for the company the Queen's Award to Industry for technical innovation in 1969 and has achieved world sales of £4 million in four years.

tered mortgage or the discharge of a mortgage can be obtained from: The Civil Aviation Authority (ASO1), Aircraft Mortgages, Shell Mex House, Strand, London WC2R 0DP.

Notes

The Mortgaging of Aircraft Order 1972 (SI 1972 No. 1268) has been made under the powers conferred by Section 16 of the Civil Aviation Act 1968. It comes into force on October 1, 1972 and will provide for the registration of mortgages of aircraft registered in the United Kingdom and for establishing priorities between such mortgages. Mortgages are to be entered in the register in the order in which they are received by the Authority. Registered mortgages will have priority over unregistered mortgages and as between themselves will have priority according to the time at which they are entered in the register. There are however two exceptions to this:

(*a*) Mortgages of an aircraft made before October 1, 1972 which are entered in the register before December 3, 1972 will have priority over any mortgages of that aircraft made on or after October 1, 1972 and as between themselves will have the same priority as they would have had if the Order had not been made.
(*b*) Where a priority notice has been entered in the register (that is a notice of intention to make an application to enter a contemplated mortgage in the register) and the contemplated mortgage referred to therein is made and entered in the register within 14 days thereafter, that mortgage will be deemed to have priority from the time when the priority notice was registered.

The Order makes an important change in Scottish law in that a registered mortgage of an aircraft will not be subject to any requirement of law that the aircraft shall be delivered to the mortgagee. In Scotland it has not hitherto been possible to create a mortgage over a movable other than a ship without giving up possession.

The Air Navigation (Second Amendment) Order 1972 (SI 1972 No. 1266) will also come into force on October 1, 1972. This Order amends Article 4 of the Air Navigation Order 1972 by providing that an aircraft which is the subject of a registered mortgage may not be removed from the United Kingdom register of aircraft without the consent of all mortgages of that aircraft.

The Civil Aviation Authority (Charges) Regulations 1972 are also being amended, with effect from October 1, 1972, by the Civil Aviation Authority (Charges) (Amendment) Regulations 1972 (SI 1972 No. 1272) to prescribe the charges payable to the Civil Aviation Authority for matters connected with the registration of aircraft mortgages.

If the United Kingdom mortgage register proves to be a useful facility the way will be paved for the United Kingdom to ratify the 1948 Geneva Convention on the International Recognition of Rights in Aircraft.

Amendment to Ship Captain's Medical Guide

THE Department of Trade and Industry has issued Amendment No. 3 to the Twentieth Edition of the Ship Captain's Medical Guide 1967 and 1971 reprint. The latter incorporates Amendments Nos. 1 and 2.

The Amendment deals with two sections of the Guide:

(i) First Aid Treatment of Burns and Scalds on pages 83 and 84;

(ii) Procedure for Diseases Subject to the International Health Regulations on pages 127-130;

and is in the form of adhesive sheets which should be inserted on the appropriate pages.

The Amendment is obtainable from Her Majesty's Stationery Office (price 8p net).

Review of aircraft accident report

A REVIEW of the accident investigation report on the collision between Piper Cherokee aircraft G-AVBD and G-AVBI at Hamble on February 27, 1970, will commence at 10.30 a.m. on October 3, at 47 Parliament Street, London, S.W.1. The Lord Chancellor has appointed Mr. R. M. Yorke, QC, to undertake the review with Captain R. R. Critchley, MBE, as his technical assessor.

Further information relating to the review may be obtained from the Treasury Solicitor, 2 Central Buildings, Matthew Parker Street, London, S.W.1, quoting reference T & M 72/413/MC.

Metrication guides for management

THE Metrication Board has produced a series of ten leaflets for managers in industry. This 'MM' series gives simple guidance on the main points for consideration when a firm goes metric.

'Check List for Managers' MM1 suggests a ten-point approach to the task. These points are developed further in the other leaflets in the series.

Guidance on when and how to inform and train staff is contained in 'Informing Personnel' MM2 and 'A Simple Training Plan for Industry' MM3.

'Standards for Industry' MM4 shows how international standards, British standards and company standards are related. It lists some useful reference publications. 'Industrial Purchasing' MM5 describes the important role of purchasing officers in implementing their company's metrication programme. 'Engineering Design' MM6 offers advice on how to go metric in the design office and on the benefits to look for. 'Storekeeping in Industry' MM7 outlines ways of approaching the storekeeper's task during the changeover.

'Engineering Production' MM8 deals with the basic approach to the conversion of machine tools. 'Engineering Inspection' MM9 considers how the inspection function is affected with particular reference to measuring and gauging equipment. Ways in which the Sales Department is involved in metrication and the opportunities provided are outlined in 'Engineering Sales' MM10.

Leaflets in the MM series are available free from the Information Office, Metrication Board, 22 Kingsway, London WC2B 6LE. The reference numbers of the leaflets should be quoted as well as the quantity required.

Birmingham Chamber organises courses for small firms

BIRMINGHAM Chamber of Commerce is mounting next month a series of courses aimed at helping small firms to improve their techniques of financial and production control. Each course will consist of three sessions covering the following aspects exploiting existing financial information; planning for and controlling manufacture; costing for decision-making. The courses are being arranged by the Chamber in conjunction with Birmingham Productivity Service Ltd., the advisory service of Birmingham Productivity Association and will be led by experienced BPS executives.

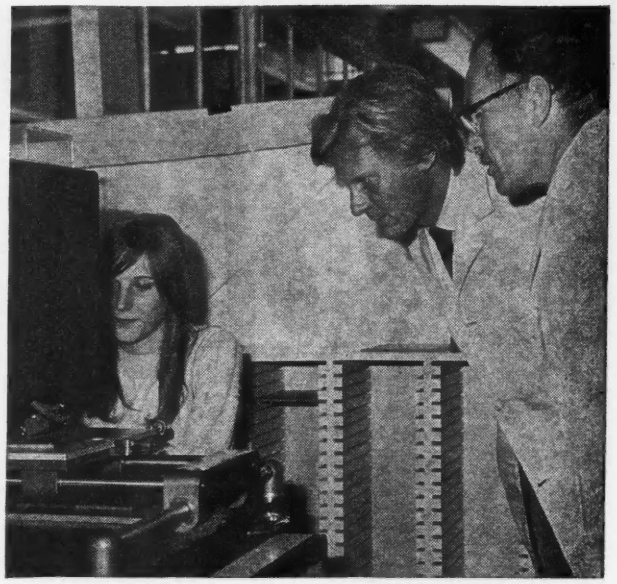
London symposium on management and the working environment

MR. Christopher Chataway, Minister for Industrial Development, is to be one of the speakers at a symposium in London today (September 21) on 'Management and the working environment'. The symposium, jointly organised by the National Association of Mental Health and the Hermann Miller Research Organisation, will seek to establish what people require from their working environment and the ways in which it can be improved to increase job satisfaction and add a stimulus to productive capacities and all round efficiency, and what should be the role of Government, management and the unions.

Official appointment

THE Secretary of State for Trade and Industry has authorised the following appointment:

Mr. D. Platts, of Droitwich Spa, to be a member of the West Midlands Gas Consultative Council.



During a visit to Smiths Industries Aviation Division near Cheltenham the Minister for Aerospace, Mr. Michael Heseltine (centre), is shown the production of plug-in electronic modules which are part of the Jaguar Head-Up-Display system. Explaining the process is Mr. C. J. E. Hosegood, general manager of the site. In addition to touring the works the Minister had discussions with Mr. R. G. Cave, managing director of Smiths Industries, Mr. E. R. Sisson, deputy managing director and Mr. W. A. Mallinson, managing director of the Aviation Division.

Swedish firm for Cumbernauld

CUMBERNAULD Development Corporation have announced that a Swedish clothing manufacturing company are setting up in the town at the beginning of November.

The company, AB Jers-on of Boras, will start production with 50 employees and gradually increase this number to 150. Mr. Gosta Olson, who negotiated the move to Cumbernauld with Cumbernauld Development Corporation and the Scottish Council (Development and Industry), said: 'AB Jers-on will start production in Cumbernauld on November 1. This means that the Swedish garment industry has established itself in a completely new market. We will be shipping products back to Sweden where we have a large business primarily in the fashion field but we are also aiming to open up a market in Britain.'

Knitwear company to occupy Craghead factory

CHARNOS Ltd. are to occupy a vacant 28,000 sq. ft. factory administered by the English Industrial Estates Corporation at Craghead, Stanley, Co. Durham.

Charnos Ltd., of Ilkeston, Derbyshire are well-known manufactures of ladies' knitwear and outer wear and already occupy a factory in the North East at Peterlee. The Stanley premises will be used for the production of ladies blouses and tunics.

The company expect to be in operation by mid-October and when full production is reached should be employing over 200 people, mainly women. Recruitment of key personnel will commence immediately with a view to training at Peterlee before opening of the Stanley factory in mid-October.

King & Co
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01-236 3000 Telex 885485
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Value-Added Tax Tribunals Rules 1972

STATUTORY rules of procedure for the hearing of appeals by Value Added Tax Tribunals, set up under the Finance Act 1972, were laid before Parliament on September 8. These rules have been made by the Commission of Customs and Excise under Schedule 6 of the Act, after consultation with the Council on Tribunals. They are due to come into operation on October 1.

The Value Added Tax Tribunals have been established to hear appeals against Customs and Excise decisions relating to the tax. VAT comes into operation on April 1, 1973 and registration of taxable persons begins in October of this year.

The procedure for bringing an appeal will be set out in an explanatory leaflet to be published by the President of VAT Tribunals. It will be available in October from Tribunals and local Customs and Excise VAT offices.

The Rules have been published as Statutory Instrument 1972 No. 1344, available price 13p (by post 15½p) from Her Majesty's Stationery Office or through booksellers.

The addresses of tribunals being set up initially are:

17 North Audley Street,
(4th Floor),
London W1Y 2PX.

44 Palmerston Place,
Edinburgh EH12 5BJ.

Midland Hotel,
Whitla Street,
Belfast BT15 1JS.

44 Richardshaw Lane,
Pudsey,
Leeds LS28 7QD.

108 Portland Street,
Manchester M1 4RJ.

Somerset House,
37 Temple Street,
Birmingham B2 5DU.

56 Bute Street,
Cardiff CF1 6NH.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them, it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

The Peninsular & Oriental Steam Navigation Co. and Bovis Ltd.

VAT—hotels and catering

A BOOKLET (Notice 709: Hotels and Catering) is now available from HM Customs and Excise. It deals with the application of value added tax to the provision of:

—accommodation in hotels, inns, boarding houses and similar establishments;

—accommodation in a house, flat or caravan used wholly or mainly for holiday accommodation;

—facilities for camping in tents and caravans;

—catering.

The section on Catering makes special reference to the position of those caterers who supply food both for consumption on the premises and to take away. It also covers works canteens, schools, universities and hospitals.

There is also a section explaining the position when payment is made abroad for accommodation in the United Kingdom; or when payment is made in the United Kingdom for accommodation abroad. Copies can be obtained from Customs and Excise VAT Office.

Car tax

THE Commissioners of HM Customs and Excise have made an Order under Schedule 7 of the Finance Act 1972 providing Regulations relating to the car tax. The Order was laid before Parliament on September 8. The provisions regulate generally the administration and collection of the car tax, with particular reference to such matters as registration for tax, the keeping of records and furnishing of returns of tax, payment of tax and issue of certificates of tax payment, remission of tax on vehicles used outside the United Kingdom and recovery by distress of unpaid tax.

A provision of the Regulations relating to the particulars required for notification of liability to be registered comes into effect from October 1, 1972. The regulations concerning the keeping of records and other requirements are brought into effect on April 1, 1973 when the car tax commences to be chargeable.

The Order has been published as Statutory Instrument 1972 No. 1345, and is obtainable from Her Majesty's Stationery Office, or through booksellers, price 10½p, or by post, price 13p.

A three-day tour of steel, coal, oil and electricity installations in Wales was made last week by the Minister for Industry, Mr. Tom Boardman. The picture was taken at Esso Refinery, Milford Haven, where the Minister (left), is seen with Mr. A. W. Forster (centre), executive director of Esso Petroleum Co. Ltd., and Mr. Martin Tenston-Bird, the refinery's operations manager. Mr. Boardman also visited British Steel Corporation works at Port Talbot and Velindre, Swansea; met members of South Wales Electricity Board; toured Bedwas Colliery, near Caerphilly; and visited Wylfa nuclear power station, Anglesey.

Christmas 1972.
Let your friends abroad know more about Britain than you do.

Give them the official handbook 'BRITAIN 1973'.

This 532-page illustrated handbook prepared by the Central Office of Information, deals with every aspect of modern Britain – from technology, social services and the economy, to traditions, sport and the arts.

It's the ideal gift for your overseas business associates. And under the Department of Trade & Industry's gift scheme, you can have copies sent to them direct from Her Majesty's Stationery Office, with your compliments.

For each copy you order you get an attractive card for you to mail personally which sends seasonal greetings to your friends and tells them their gift is on its way.

Total cost of 'Britain 1973', including greetings card and overseas postage is £2.21 each.

For more details, post the coupon to:
Information Division, Room 555,
Department of Trade and Industry,
1 Victoria Street, London SW1H 0ET.

Please send order form and full details of your 'Britain 1973' gift scheme.

Name
(CAPITAL LETTERS PLEASE)

Address

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned waterboat 'as lying' at HM Dockyard, Chatham.

'VIC 78' Steel, built 1945. GT 147. NT 51. Length (BP) 80 ft. 3 in. Breadth (mld) 20 ft. Depth (mld) 8 ft. 6 in. Light displacement 95 tons. Engine: Rowhedge Ironworks Co. Ltd., single screw, steam, coal-fired, compound reciprocating. 1HP 140.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060, ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address, in envelopes clearly marked 'Offer to Purchase "VIC 78" ' and must be received not later than *noon* on October 12, 1972.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

September 28, 1972 Miscellaneous

Location: Memorial Hall (Entrance through Central Hall), High Street, Chatham

Auctioneers: Fuller Horsey Sons & Cassell (Dept. L), 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Machine tools including, grinding machines; SS & SC and other lathes; boring and shaping machines; cold sawing machine; pneumatic hammer; guillotines; hacksawing machines etc; trailer mounted compressor sets; electric motors; welding regulators; Morris and Felco 5 cwt to 6 tons lifting tackle; copper and aluminium sheets; steel wire and hawsers; electronic laboratory and photographic equipment; clocks; watches; wrist watches; binoculars; service clothing; boots and shoes; mixed and woollen rags; furniture; cutlery; kitchen utensils; paint; vehicle spares; tyres, and numerous other items of general stores and equipment.

October 4, 1972 Miscellaneous Stores

Location: Cavalry Barracks, Bath Road, Colchester

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester (Tel: 0206 46161)

Miscellaneous items of surplus equipment and stores including, lathes; compressors; radial drill and other drilling machines; milling and shaping machines; jacks; machine tools; petrol engines; charging sets; ferrous and non-ferrous metal; scrap metal; binoculars; cameras; photographic equipment and projectors; clothing; blankets; bedding; furniture; carpets and rugs etc.

October 18/19, 1972 Miscellaneous Stores

Location: Regional Depot RAOC, Hereford.

Auctioneers: Russell Baldwin & Bright (Dept. L), 20 King Street, Hereford HR4 9DB (Tel: 0432 4366)

Electrical equipment and spares; tyres; hose; electronic valves; radio equipment; scrap canvas, cotton, wool, carpet, hessian; engine and engineering spares; teleprinters; surplus industrial coal; steel and wooden boxes; 10-ton trailers; mechanical loading shovels; and many items of general surplus stores.

October 24 and 25, 1972 Miscellaneous Stores

Location: Auctioneers Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752 69292)

Miscellaneous items of seamen's surplus clothing including, caps; blue overalls; tropical shorts; blue serge and canvas trousers; white collars; raincoats and raincoat linings; storage bags; shoes; ankle boots; leather knee boots; slippers; canvas jackets; white nylon and khaki poplin shirts; blue serge trousers etc. mobile diesel generator; Niagra Merlin vehicle washer; surveying instruments; electric cable drums; kitchen equipment; textiles; and many other items of miscellaneous surplus equipment.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sale by Tender Machine Tools

Jig borer; pillar and radial drills; surface and tool grinders; centre lathes; vertical and universal millers; presses; welding, sawing, honing and sheetmetal working machines etc. Located at Woolston, Gosport and Portsmouth, Hants, and Portland, Dorset. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Tenders must be returned by 10 a.m. October 12, 1972,

DEPARTMENT OF THE ENVIRONMENT

October 3, 1972

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel. 01-903 2508)

Auctioneers: Messrs Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET. (Tel: 01-248 7954)

Office and miscellaneous furniture; engineering, electrical, canteen, domestic and other equipment etc.

Catalogue: direct from auctioneer, price 10p each.

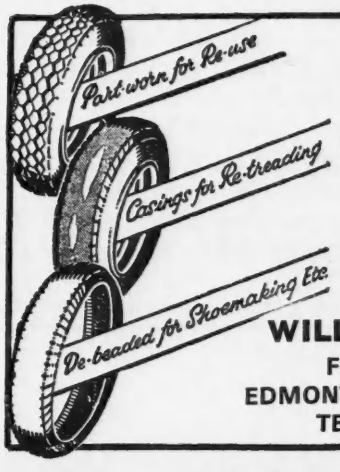
DERBYSHIRE COUNTY COUNCIL

TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR AMBULANCE PERSONNEL (including shirts and ties) for the period April 1, 1972, to March 31, 1973. Particulars and forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK, and to whom all samples of cloth should be sent direct.

SEALED TENDERS must be forwarded in the special envelopes which will be enclosed with the tender forms, and must be delivered to the undersigned by not later than 10 a.m. on WEDNESDAY, OCTOBER 4, 1972. The Council does not bind itself to accept the whole or part of any tender.

H. CROSSLEY, *Clerk of the County Council*



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All firms regardless of size can apply

Units with less than 200 employees received over 25% of the Awards granted this year.

The 1973 Awards will be made to those U.K. based firms or organisations producing goods or providing a service which can show, for their size, the most outstanding achievement in increasing exports or in technological innovation.

The eighth annual list of Award winners will be announced on The Queen's personal birthday, 21st April, 1973.

For full information about eligibility, application forms and guidance notes, get in touch with The Secretary, The Office of The Queen's Award to Industry, 1 Victoria Street, London, SW1H 0ET. Telephone 01-222 2277. Telex 27366.

The closing date for applications is 31st October, 1972.

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m in base year	26,793		21,763	20,127	20,127	11,372	4,912	1,070	994	944	1,752	Series in £ million			
1966	111	113.2	122	121	108	100.0	124	127	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	123	124	138	142	184	−37	13	22
1968	116	119.8	136	135	112	103.6	139	132	145	145	142	158	23	75	41
1969	118	122.9	143	143	113	103.0	138	141	150	132	132	346	232	26	27
1970	120	124.2 r	156	155	116	104.2	140	151	168	119	136	265	214	42	13
1971	122	125.0	172	171	119	104.8	142	140	165	121	144	24	−153	−4	36
1970 2nd qtr	121	123.4	155	153	116	104.2	143	150	172	119	137	103	55	11	14
3rd qtr	120	124.5 r	159	158	117	104.6	140	151	166	121	134	104	44	7	—
4th qtr	122	125.0 r	163	160	117	104.7	143	157	174	120	139	83	72	23	15
1971 1st qtr	118	124.5 r	164	161	115	102.1	138	145	156	114	146	82	41	−1	−44
2nd qtr	122	125.2 r	170	170	119	104.4	142	137	168	122	141	−58	−114	11	38
3rd qtr	123	125.6 r	175	175	120	105.5	142	142	168	122	141	−36	−59	−9	6
4th qtr	124	124.6 r	179	178	121	107.4	144	135	167	127	147	36	−21	−6	36
1972 1st qtr	119	122.2 r	180	181	122	106.5	143	139††	167	126	149	−156	−110	−6	−29
2nd qtr		129.3				109.1		126†† p	182 p				−108 p	−7 p	31 p
Jan		124.7 r				107.0									
Feb		114.6 r				106.0									
Mar		127.2 r				106.6									
Apr		127.2 r				108.1									
May		130.7 r				108.5									
Jun		129.9 r				110.5									
Jul		131.4				113.0									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods † orders on hand (end period)	Retail price index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services) ‡	Wholly unemployed excluding school leavers and adult students	Unfilled vacancies for adults	Civil employment	Exports (¶)	Imports (‖)	
	at 1963 prices	Index ‡	% increase on year earlier	Basic materials and fuel used ‡	Manufactured products: home sales ‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec 1963	Jan 16, 1962		1963	1963	Jan 31, 1956				1963	1963	
£m in base year							Series in thousands			4,282	4,362	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	121	121 r	84
1967	106	119.4	*2.5*	107.5	110.9	175.3	510	174	24,476	120	130	−315
1968	106	125.0	*4.7*	117.3	115.3	187.3	538	188	24,331	147 r	159	−271
1969	117	131.8	*5.4*	121.4	119.8	197.4	531	200	24,304	165	165	444
1970	125	140.2	*6.4*	126.2	127.7	217.7	568	186	24,135	184	181	681
1971	114	153.4	*9.4*	132.6	137.7	246.4	737	129	23,711	205 r	195 r	1,040
1970 2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	188	24,138	183	183	128
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	571	185	24,072	175	178	81
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	582	176	24,054	199	190	228
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	634	150	23,824	186	189	124
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	709	128	23,782	212 r	197 r	295
3rd qtr	117	155.3	*10.1*	134.1	139.2	248.6	772	119	23,639	214 r	194 r	364
4th qtr	114	157.3	*9.2*	133.6	140.0	257.0	832	118	23,598	210 r	199 r	257
1972 1st qtr		159.7	*8.0*	135.0	141.6	265.9	870	124		204 r	212 r	58
2nd qtr		162.7	*6.2*	136.1	143.4	272.0	834	133		213	217	77
Jan		159.0	*8.2*	135.6	141.2	265.2	862	119		205 r	202 r	
Feb		159.8	*8.1*	134.6	141.6	265.6	869	126		209 r	215 r	
Mar		160.3	*7.6*	134.7	142.0	266.9	879	126		199 r	219 r	
Apr		161.8	*6.3*	136.0	142.6	268.6	871	128		208	218	
May		162.6	*6.1*	136.2	143.4	271.7	834	134		208	216	
Jun		163.7	*6.1*	136.1	144.1	275.8	798	139		224	216	
Jul		164.2	*5.8*	137.4 p	144.9 p	276.6 p	803	140		209 p	197 p	
Aug				139.2 p	146.2 p		807 p	148 p		139 p	190 p	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording.
(§§) This now includes food industries. (††) Not directly comparable with earlier figues; see Capital Expenditure article in T & I Volume 7 No. 11 June 15, 1972.

THE 1971 CENSUS OF DISTRIBUTION

A count of Britain's shops

Origin of the count

THE tables in this article give a count of retail shops and similar service trade establishments trading in 1971 in Great Britain, with separate figures for each of the counties of England, Scotland and Wales. The count has been taken from the register of traders prepared by the Business Statistics Office for the census of retailing and related services being conducted in respect of business carried on in 1971. Retail outlets for which comprehensive figures could not be obtained by field enumeration, such as mobile shops, and market stalls not operated as fixed lockable stalls in permanent markets, have been excluded from all figures given in this article except where they were operated by organisations with 10 or more branches—'multiples'—or by co-operative societies. Electricity and gas board showrooms are also excluded.

The tables

In Table 1 the figures given for 1961 and 1966 are taken from the censuses of distribution reports for those years. The 1971 figures are not strictly comparable with those for the earlier years, which were based on an analysis of returns to the censuses. The area analysis on a county basis in Table 2 provides a picture of the geographical distribution of shops and service trade establishments in 1971. No previous comparable figures are available and it is unlikely that a further field enumeration of this kind will be carried out before the changes in administrative boundaries proposed in the new Local Government Bill come into force.

The 1971 count, compiled in the main from the first complete enumeration of shops and shop-like premises carried out since 1961, is thought to be of sufficient interest to traders and others connected with retailing to be worth publishing a few months ahead of the provisional results of the census, which will appear in *Trade*

TABLE 1. RETAIL SHOPS AND SERVICE TRADE ESTABLISHMENTS—GREAT BRITAIN

Number enumerated

Kind of business	1961	1966	1971
TOTAL RETAIL SPOPS	542,301	504,412	480,573
Grocers and provision dealers	146,777	123,385	107,963
Other food retailers	114,655	104,359	94,041
Confectioners, tobacconists, newsagents	70,108	63,333	52,105
Clothing, footwear, soft furnishings and household textiles shops	86,555	83,199	79,301
Household goods shops, including department stores and other general stores	64,093	68,755	77,884
Other non-food retailers	60,113	61,381	69,279
TOTAL SERVICE TRADE ESTABLISHMENTS	51,306	56,401	52,214
Hairdressers	40,152	47,632	46,413
Footwear repairers	11,154	8,769	5,801

TABLE 2. RETAIL SHOPS AND SERVICE TRADE ESTABLISHMENTS ENGLAND, SCOTLAND, WALES AND COUNTIES OF GREAT BRITAIN 1971

Number enumerated

Country and county	Total retail shops	Grocers and provision dealers	Other food retailers	Confectioners, tobacconists, newsagents	Clothing, footwear, soft furnishings and household textiles shops	Household goods shops (including department stores and other general stores)	Other non-food shops	Service trade establishments: Hair-dressers	Service trade establishments: Footwear repairers
Great Britain	*480,573*	*107,963*	*94,041*	*52,105*	*79,301*	*77,884*	*69,279*	*46,413*	*5,801*
England	408,108	89,022	80,126	44,466	67,242	67,609	59,643	40,427	5,049
Scotland	44,561	10,869	9,261	4,902	7,421	6,294	5,814	3,383	464
Wales	27,904	8,072	4,654	2,737	4,638	3,981	3,822	2,603	288
England	408,108	89,022	80,126	44,466	67,242	67,609	59,643	40,427	5,049
Bedfordshire	3,256	813	626	310	537	530	440	322	51
Berkshire	4,128	971	772	437	565	762	621	382	37
Buckinghamshire	3,969	918	733	361	664	669	624	353	40
Cambridgeshire and Isle of Ely	2,462	619	494	193	370	393	393	266	39
Cheshire	14,455	2,913	2,909	1,678	2,541	2,380	2,034	1,458	148
Cornwall and the Isles of Scilly	4,678	1,222	819	345	685	679	928	367	51
Cumberland	2,947	809	513	296	,484	416	429	249	24
Derbyshire	8,361	2,566	1,472	770	1,205	1,349	999	977	109
Devon	9,153	2,077	1,791	855	1,262	1,475	1,693	809	106
Dorset	3,315	760	610	304	477	538	626	286	27
Durham	10,904	3,004	2,395	1,043	1,643	1 662	1,157	1,157	119
Essex	10,089	1,932	2,076	1,066	1,616	1,806	1,593	908	118
Gloucestershire	9,451	2,139	1,935	955	1,488	1,548	1,386	885	103
Greater London	66,105	8,771	13,419	8,649	12,175	12,430	10,661	5,870	1,066
Hampshire	13,099	2,567	2,377	1,372	2,124	2,406	2,253	1,192	144
Herefordshire	1,182	357	206	92	163	205	159	105	15
Hertfordshire	6,101	1,041	1,236	615	1,040	1,213	956	513	78
Huntingdon and Peterborough	1,495	423	279	110	215	249	219	167	19
Kent	12,168	2,687	2,330	1,307	1,789	2,118	1,937	1,100	160
Lancashire	54,516	12,316	10,402	7,171	9,219	8,268	7,140	5,701	552
Leicestershire	6,781	1,708	1,341	617	1,177	1,040	898	763	77
Lincolnshire									
Parts of Holland	1,047	278	207	68	161	160	173	141	14
Parts of Kesteven	2,129	598	385	156	335	364	291	238	24
Parts of Lindsey	4,482	1,228	754	427	697	651	725	480	57
Norfolk	5,613	1,643	1,034	453	731	879	873	597	67
Northamptonshire	4,054	1,117	811	316	631	649	530	396	42
Northumberland	6,943	1,559	1,508	660	1,127	1,191	898	696	96
Nottinghamshire	8,733	2,332	1,638	865	1,431	1,382	1,085	1,004	113
Oxfordshire	2,734	650	486	247	410	499	442	209	27
Rutland	197	54	35	15	27	27	39	9	1
Shropshire	2,906	775	494	248	470	487	432	312	27
Somerset	6,476	1,618	1,134	532	982	1,142	1,068	577	69
Staffordshire	15,258	4,147	2,933	1,508	2,495	2,341	1,834	1,702	206
Suffolk, East	3,431	907	643	316	470	568	527	292	43
Suffolk, West	1,304	330	213	102	200	255	204	116	12
Surrey	7,313	1,284	1,479	824	1,201	1,328	1,197	658	100
Sussex, East	7,933	1,387	1,496	918	1,247	1,528	1,357	679	89
Sussex, West	4,276	782	828	478	647	795	746	374	57
Warwickshire	17,041	3 583	3,641	1,714	3,087	2,801	2,215	1,654	187
Westmorland	924	216	128	88	154	140	198	72	8
Wight, Isle of	1,393	284	216	166	204	206	317	101	18
Wiltshire	3,530	964	584	304	560	599	519	350	45
Worcestershire	5,919	1,435	1,104	553	1,012	976	839	641	59
Yorkshire									
East Riding	4,825	1,149	1,022	581	730	618	725	501	69
North Riding	5,947	1,516	1,211	577	933	876	834	600	54
West Riding	35,085	8,573	7.407	3,804	5,861	5,011	4,429	4,198	482

and Industry towards the end of December 1972. The provisional results will provide summary figures of numbers of establishments, turnover and employment in different kinds of business.

How the register was compiled and analysed

The register of traders was compiled mainly from the field enumeration mentioned above, which was carried out in April 1971, in preparation for the issue of questionnaires in January 1972. Enumerators were instructed to compile a docket with the trading name and address of each retail, hairdressing and footwear repairing establishment. They were also asked to indicate the kind of business carried on, eg butcher, grocer, chemist, etc., so far as could be judged from viewing the outside of the premises. The information on each docket was coded to a fairly detailed kind of business before being taken on to the computer. (At this stage about 100,000 dockets were coded out as not coming within the scope of the census). The figures in this article were obtained by amalgamating these fairly detailed kinds of business to the broad kind of business groups shown.

Classification by kind of business

Kind of business classification in the census will be based on main sales of commodities—information which will not be available until the returns are analysed. However so far as retail shops are concerned the kind of business groupings used in the count described in this article are thought to be broad enough and distinctive enough to eliminate most of the discrepancies that will arise from the difference between the statistical classification and the enumerator's assessment of the nature of the business from its external appearance.

Adjustments to the register after enumeration

The figures do not wholly reflect Britain's shops as enumerated. Except where the shops listed by the enumerators were known to belong to multiples who had previously been asked to supply the BSO with lists of their branches, letters were sent out during the summer of 1971 giving advance warning that the census was to be taken and asking traders to let the BSO know if they considered that their businesses did not come within the scope of the census. As a result of this mailing it was possible to delete from the register —and hence from the figures in this article—those traders whose claims to be out of scope were justified, eg wholesalers, caterers.

Further deletions from the register were effected where advance warning letters were returned as undelivered because premises had been demolished. A substantial number of traders did not reply at this stage but waited until they had received the questionnaires (and in many cases until they had received a reminder) before claiming that their businesses were out of scope. Again traders whose claims were justified were deleted from the register before it was used to produce the count of establishments in business in 1971. It is possible that further claims to be out of scope of the census will be received but it is thought that most claims will already have been made.

(*continued on next page*)

TABLE 2.
continued

Number enumerated

Country and county	Total retail shops	Grocers and provision dealers	Other food retailers	Confectioners, tobacconists, newsagents	Clothing footwear, soft furnishings and household textiles shops	Household goods shops (including department stores and other general stores)	Other non-food shops	Service trade establishments	
								Hair-dressers	Footwear repairers
Great Britain	*480,573*	*107,963*	*94,041*	*52,105*	*79,301*	*77,884*	*69,279*	*46,413*	*5,801*
England	408,108	89,022	80,126	44,466	67,242	67,609	59,643	40,427	5,049
Scotland	44,561	10,869	9,261	4,902	7,421	6,294	5,814	3,383	464
Wales	27,904	8,072	4,654	2,737	4,638	3,981	3,822	2,603	288
Scotland	44,561	10,869	9,261	4,902	7,421	6,294	5,814	3,383	464
Aberdeen	2,825	599	638	311	408	464	405	212	39
Angus	2,557	569	554	328	385	365	356	202	38
Argyll	801	246	111	75	132	118	119	52	2
Ayr	3,176	743	639	314	667	400	413	266	22
Banff	557	147	109	49	91	90	71	40	5
Berwick	239	65	50	30	37	23	34	16	1
Bute	303	73	55	45	40	42	48	18	2
Caithness	315	99	54	22	51	41	48	22	2
Clackmannan	411	119	87	39	66	47	53	45	3
Dumfries	811	210	127	83	143	135	113	77	5
Dunbarton	1,371	364	309	152	218	173	155	99	16
East Lothian	578	151	119	56	88	78	86	41	4
Fife	3,004	771	633	316	486	413	385	229	30
Inverness	813	246	108	60	145	119	135	52	4
Kincardine	261	79	51	19	35	30	47	22	3
Kinross	80	22	16	10	11	13	8	6	2
Kirkcudbright	292	85	44	24	51	42	46	19	1
Lanark	11,475	2,735	2,587	1,318	1,991	1,556	1,288	873	135
Midlothian	5,297	1,055	1,194	646	787	846	769	412	66
Moray	561	135	108	44	108	73	93	44	4
Nairn	116	28	18	10	22	23	15	6	3
Orkney	234	94	37	15	31	33	24	11	4
Peebles	147	32	25	19	30	15	26	14	0
Perth	1,396	314	229	170	239	196	248	93	9
Renfrew	2,434	597	553	304	392	314	274	178	31
Ross and Cromarty	578	188	94	48	87	77	84	36	6
Roxburgh	525	116	119	48	97	76	69	43	2
Selkirk	273	64	48	24	62	43	32	16	3
Stirling	1,601	436	287	175	268	245	190	129	13
Sutherland	186	61	22	18	33	25	27	11	1
West Lothian	795	237	148	80	134	111	85	66	5
Wigtown	333	89	49	39	58	49	49	25	2
Zetland	216	100	39	11	28	19	19	8	1
Wales	27,904	8,072	4,654	2,737	4,638	3,981	3,822	2,603	288
Anglesey	652	218	111	60	89	81	93	61	3
Breconshire	646	187	97	64	115	81	102	46	5
Caernarvonshire	1,811	444	274	206	293	279	315	117	15
Cardiganshire	730	233	102	47	111	110	127	55	2
Carmarthenshire	1,807	551	274	198	296	259	229	155	22
Denbighshire	1,927	484	361	194	319	286	283	175	20
Flintshire	1,565	378	262	161	266	241	257	159	17
Glamorgan	11,930	3,544	2,031	1,220	2,001	1,642	1,492	1,219	148
Merionethshire	640	170	104	75	111	81	99	37	4
Monmouthshire	4,158	1,259	734	357	711	590	507	442	41
Montgomeryshire	502	165	71	30	83	82	71	35	3
Pembrokeshire	1,282	366	198	103	200	208	207	90	6
Radnorshire	254	73	35	22	43	41	40	12	2

A COUNT OF BRITAIN'S SHOPS
continued

Changes in the shopping pattern

The comments in the following paragraphs are subject to the limitations of comparability between the figures for 1971 and those for earlier years. The figures for Great Britain show a further decrease in the number of retail shops, continuing the downward trend since 1950 indicated by the sample inquiries for 1957 and 1966 and the second full census taken for 1961. This reflects the movement of trade away from the small shop to the large super-market and general store, a change which has continued throughout the last decade. It is most noticeable in the 'Grocers and provision dealers' and 'Confectioners, tobacconists, newsagents' groups but is also seen to a lesser extent in the 'Other food retailers' and 'Clothing, footwear, soft furnishings and household textiles shops' groups. On the other hand there has been a marked increase since 1966 in the numbers of shops in the two groups 'Household goods etc. shops' and 'Other non-food retailers'. The increase in the former is mainly due to the growth in numbers of shops described by the enumerators as antique dealers, wallpaper and paint shops, do-it-yourself shops and radio and electrical goods shops which include television rental showrooms. The increase in 'Other non-food retailers' is accounted for almost entirely by the growth in numbers of shops described as card shops, sports goods shops, fancy goods shops, pet and pet food shops and garden centres.

The reversal of the upward trend in the number of hairdressers as indicated by the figures in Table 1 may turn out to be misleading. Comparison between the enumeration total and the previous figures taken from the census results for 1961 and 1966 suffers from the different basis of classification used. A tobacconist with a hairdressing establishment not visible to outside inspection will have been classified as a tobacconist in the enumeration count for 1971 but will have been classified as a hairdresser in the censuses if receipts from hairdressing were significant. A guide to any discrepancy is that the figures for 1961 and 1966 include respectively, 4,172 and 2,380 establishments classified as hairdresser-tobacconists.

The figures for footwear repairers are also affected by the difference in method of classification. Although a substantial drop was expected, the figures for 1971 may be slightly under-stated in that some footwear repairers' premises may have been classified as footwear shops by enumerators. To this extent the 1971 figures for 'Clothing and footwear etc. shops' may turn out to be slightly over-stated.

The Bankruptcy Acts 1914 and 1926

THE number of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates), made in the High Court and in the several County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended March 31, 1972, and also the total number of Deeds of Arrangement registered during the same period, together with the corresponding figures for the previous four quarters are as follows:

Receiving orders and Administration orders	1st quarter 1972	4th quarter 1971	3rd quarter 1971	2nd quarter 1971	1st quarter 1971
High Court	356	431	298	386	315
County Courts	838	770	794	819	830
Total	1,194	1,201	1,092	1,205	1,145
Deeds of arrangement Total number registered	25	31	45	48	26

Information regarding the quarter ended March 31, 1972 was published in greater detail with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated September 12, 1972.

New companies registered

BELOW are details of new companies registered in Great Britain during August 1972 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	4,489	—	4,489
Over £100 but under £1,000	114	—	114
£1,000 but under £10,000	895	—	895
£10,000 but under £50,000	158	—	158
£50,000 but under £100,000	17	—	17
£100,000 but under £1,000,000	16	—	16
£1,000,000 and over	—	—	—
Total number	5,689	—	5,689
	£ thous.	£ thous.	£ thous.
Total amount of nominal capital	7,827	—	7,827

Companies registered in Great Britain in 1971 and 1972

	1971		1972	
	Number	Nominal capital £ thous.	Number	Nominal capital £ thous.
January	2,684	10,440	4,008	8,032
February	2,323	3,961	3,745	12,111
March	3,136	7,720	4,045	10,671
April	3,210	16,525	4,182	9,931
May	3,088	5,233	4,412	9,158
June	3,569	7,317	3,777	5,561
July	3,142	6,631	3,696	17,760
August	3,483	6,559	5,689	7,827
September	3,139	9,140		
October	3,490	61,353		
November	3,950	8,073		
December	3,748	8,484		
Total	38,962	151,436		

Insurance companies in 1971

THE following corrections should be made to the note appearing on pages 254-6 of the issue of August 10, 1972.

Paragraph 3, line 4: delete 'at £148 million'.
Paragraph 8, line 18: for '£76 million', read '£87 million'.
Paragraph 10, line 2: conclude the first sentence with the words '25 per cent', and replace the second sentence with the following sentence, 'As in the case of life funds, holdings of British Government securities (at nominal values) rose rapidly, from £194 million at the end of 1970 to £287 million at the end of 1971, and accounted for 14 per cent of total assets compared with 12 per cent in the previous year.'
In Table 4, the total of other securities and assets of General Funds for 1971 should be 1,453, not 1,458.
In the third paragraph of the notes and definitions the last four words should be replaced by, 'and all other invested assets are at published balance sheet values.'

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Index of industrial production for July

THE provisional estimate index of production for July 1972, prepared by the Central Statistical Office, is 131.4 (seasonally adjusted). For manufacturing industry alone the figure is 134.1.

For the three months May to July 1972, it is provisionally estimated that production as a whole as 6.2 per cent higher than the figures for the preceding three months, February to April 1972; for manufacturing industry alone there was an increase of 5.4 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963=100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.2	78.3	127.2	121.6	117.0	130.2	151.1	157.5	128.3	134.9	152.2	148.5	86.1	116.8	115.4
1971	125.0	79.8	126.9	123.0	118.1	132.4	157.8	160.6	127.5	132.7	156.3	155.1	83.7	115.4	107.4
1970 2nd qtr	123.4	79.3	126.2	121.8	116.0	132.9	145.5	158.0	127.6	134.7	157.0	147.6	85.1	114.5	115.5
3rd qtr.	124.5	79.2	122.6	122.6	118.4	130.8	154.0	159.8	127.1	135.1	147.8	148.0	86.8	111.7	117.2
4th qtr.	125.0	74.9	128.8	122.9	118.5	131.2	156.0	161.0	129.8	135.2	150.1	151.2	86.8	121.5	113.3
1971 1st qtr.	124.5	82.1	126.7	122.8	118.1	131.8	156.5	159.5	126.6	133.7	158.5	154.6	86.0	111.3	106.4
2nd qtr.	125.2	81.5	127.2	122.8	117.6	132.8	158.7	160.6	129.5	135.8	152.0	154.3	84.1	120.4	108.1
3rd qtr.	125.6	80.0	127.2	123.3	119.2	131.0	155.2	158.2	127.6	131.3	158.6	153.8	83.1	117.2	109.1
4th qtr.	124.6	75.6	126.4	123.1	117.5	133.8	160.9	164.2	126.3	130.0	156.0	157.8	81.6	112.8	106.1
1972 1st qtr.	122.2	46.4	125.1	127.3	120.7	140.1	146.5	162.2	124.0				80.6	106.4	103.3
2nd qtr.	129.3	78.8	129.9	125.8	120.5	135.8	153.0	171.9	131.0				81.5	115.8	108.5
January	124.7	39	128.4	129	122	143	151	165	125	129	159	163	81	105	105
February	114.6	26	117.2	126	120	137	133	159	116				81	99	95
March	127.2	74	129.8	127	120	140	155	162	131				80	116	109
April	127.2	77	128.2	127	120	139	161	165	128				81	109	107
May	130.7	80	131.2	125	119	135	143	177	134				82	124	110
June	129.9	79	130.2	126	122	133	155	174	131				82	114	108
July	131.4	80	134.1	125	119	136	155	173	134				81	120	117
Feb-Apr (av)	123.0	59	125.1	126	120	139	150	162	125	131*	157*	153*	81	108	104
May-July (av)	130.7	80	131.8	125	120	135	151	175	133	129*	157*	160*	82	120	112

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.						
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1967	104.6	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	121.8
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.6	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.7	115.7	143.8
1971	103.8	104.2	102.4	118.2	124.8	93.5	108.4	130.3	129.7	131.3	117.1	117.2	150.8	117.4	155.7
1970 2nd qtr.	115.9	117.9	109.4	116.3	124.2	94.1	103.6	121.5	122.1	120.5	113.7	120.5	143.1	117.1	141.0
3rd qtr.	113.8	115.7	107.8	116.7	126.1	93.4	100.8	128.2	125.5	133.2	114.1	120.9	144.9	116.5	144.2
4th qtr.	113.8	114.6	111.2	118.1	125.8	92.7	105.9	128.2	124.5	134.7	118.9	116.6	149.3	114.0	145.6
1971 1st qtr.	110.2	111.3	106.9	117.8	125.3	89.6	106.6	131.5	131.0	132.4	119.5	114.3	149.7	116.8	149.4
2nd qtr.	103.0	103.3	101.9	117.7	124.6	90.3	107.5	132.6	131.1	135.5	116.3	117.6	153.2	117.8	153.9
3rd qtr.	103.6	104.2	101.8	118.6	124.9	91.8	109.7	130.7	131.7	128.9	113.4	119.3	151.3	118.3	159.4
4th qtr.	98.3	98.0	99.2	118.7	124.3	102.1	109.6	126.3	125.2	128.3	119.4	117.6	149.2	116.7	159.9
1972 1st qtr.	92.7	91.3	97.1	113.8	119.4	95.4	105.2	129.8	131.8	126.3	127.0	120.0	156.5	120.6	154.5
2nd qtr.	102.9	103.5	101.1	120.6	129.4	91.5	106.9	140.0	141.9	136.5	124.5	120.5	147.0	121.3	179.0
January	107	105	114	120	126	95	111	140	140	138	125	120	160		162
February	77	75	82	104	108	95	98	113	111	117	125	116	154		146
March	94	94	95	117	124	97	106	137	144	124	130	124	156		155
April	102	102	101	119	125	93	109	140	141	138	128	120	144		169
May	99	99	99	123	133	92	107	141	143	138	125	121	154		184
June	108	109	104	120	130	90	104	139	142	133	121	121	143		184
July	110	111	107	124	131	99	114	140	135	149	131	124			177
Feb-Apr (av)	91	90	93	113	119	95	105	130	132	126	128	120	157†		157
May-July (av)	106	106	103	122	131	94	108	140	140	140	126	122	147†		181

† Latest available 3 months (April-June) and previous 3 months (January-March).
* Latest available 3 months (November-January) and previous 3 months (August-October)

Monthly report of the economic situation

The following report on the economic situation prepared by HM Treasury Information Division will be published in *Economic Trends* for September at the end of the month. Unless otherwise stated this report is based on seasonally adjusted data.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	ø fifty-three week period

Prices and incomes

THERE was a further slowing down in the rate of increase in retail prices in July when the all-items index (not seasonally adjusted) rose by around ¼ per cent: as compared with a year earlier, the index in July was 5¾ per cent higher, the lowest figure since April 1970. The corresponding figure in July 1971 was 10 per cent. The index which excludes seasonal food (not seasonally adjusted) rose by about ½ per cent in July to be 6¼ per cent higher at an annual rate over six months earlier.

The increase in wholesale prices of home sales of manufactured products (not seasonally adjusted) in July of ½ per cent was much the same as in recent months. The July rise brought the increase over the 12 months covered by the price restraint initiative announced by the Confederation of British Industry in July 1971 to 4¼ per cent, well within the 5 per cent limit of the restraint undertakings by CBI members. In the preceding 12 months the index increased by more than 8½ per cent. The price index of basic materials and fuels used in manufacturing industry (not seasonally adjusted) rose by about 1 per cent in July, mainly reflecting higher prices for copper, hides and skins and wood-pulp, but the net increase in the 12 months to July was only 1½ per cent. There was a greater rise in both wholesale price indices in August.

The index of hourly wage rates (not seasonally adjusted) rose by ¼ per cent in July to make it about 12 per cent higher than a year earlier. In the six months, January to July, the index rose by about 4¼ per cent compared with 7¼ per cent in the preceding six months. This deceleration is largely attributable to a fall in the number of manual workers affected by pay settlements from 7.1 million in the six months to January 1972 to 4.5 million in the six months to July, but it also reflects a fall in the average size of pay settlements between the two periods.

The index of average earnings, which tends to show considerable month to month variations, rose by around 1 per cent in June. In the second quarter the index was around 11¼ per cent higher than a year earlier.

Demand and activity

It is still much too early to take a firm view of the development of the economy in the third quarter, but the available indicators suggest continued buoyancy in demand and activity. The volume of retail sales showed a further sharp rise of over 2 per cent in July: in the three months to July, the volume of retail sales averaged about 3½ per cent above that in the preceding three months and 6 per cent above a year earlier. New car registrations in July, although well down on the exceptional May and June figures, were still high at 128,000.

Estimates of national income and expenditure in the second quarter of 1972 are not yet complete, but on August 21 the Central Statistical Office published a preliminary estimate of the output measure of domestic product. This is a new series, The preliminary estimate shows that output-based domestic product in the second quarter of 1972 was about 3¾ per cent higher than in the first quarter and around 2½ per cent up on the level in the second half of last year. While part of the rise between the first and second quarters of 1972 represents recovery from the losses caused by the coal strike and associated power cuts, the figures suggest that output is rising at a considerable rate.

On the expenditure side, the first estimate of consumers' expenditure in the second quarter has been revised upwards by about ½ per cent mainly as a result of the further strong increase in retail sales in June. Between the first and second quarters consumers' expenditure is now estimated to have risen by nearly 2¾ per cent to a level 5 per cent above that of a year earlier.

The provisional estimate of stocks held by manufacturing industry shows a reduction of about £110 million (at 1963 prices) in the second quarter, much the same as in the first quarter. Rather more than half of this reduction was in stocks in finished goods, but stocks of materials and fuel also fell. The fall in stocks of finished goods partly reflects the up-turn in demand. The stock/output ratio in manufacturing industry fell sharply in the second quarter and at 86 was well below the level in recent years. There was an increase in the level of stocks in the distributive trades in the second quarter, following a reduction in the preceding quarter: a rise of about £30 million (at 1963 prices) in retailers' stocks more than offset a small decline in those held by wholesalers.

Capital expenditure by manufacturing industry in the first half of 1972 is provisionally estimated to have been 7 per cent lower than in the preceding half year after allowing for changes in the treatment of certain items. A sharp decline in the second quarter was mainly due to a heavy fall in recorded expenditure by the metal manufacturing industry from the unusually high first quarter level; for the remainder of manufacturing industry the fall in the second quarter was about 3 per cent. Investment by the distributive and service industries excluding shipping rose by some 2 per cent in the first half of 1972. In the same period there was a very sharp rise in investment in ships but this, however, tends to fluctuate considerably.

The volume of exports which fell considerably in the first quarter of this year, recovered in the second quarter. However, the volume of exports in the first half of 1972 as a whole was about 3 per cent lower than in the second half of 1971. This movement in the volume of exports is partly attributable to the disruption to export production caused by the coal strike and power cuts, but more important was the sluggishness of world trade, especially imports into the Sterling Area which receives about 30 per cent of United Kingdom exports. Between the second half of 1971 and the first half of this year the value of United Kingdom exports to the Sterling Area fell by 13 per cent, in part reflecting import restrictions imposed by South Africa and the lower demand for imports to Australia and New Zealand.

The volume of imports rose by about 8 per cent between the second half of 1971 and the first half of 1972. The rise was particularly marked in the first quarter; among contributory factors were increased imports of coal during the coal strike, a recovery in imports from the United States following the end of the dock strikes there and the arrival of several large aircraft. More generally, however, the rise in imports reflects the growth in domestic demand.

Balance of payments

The United Kingdom current balance is estimated to have been in surplus by £77 million in the second quarter, following a revised surplus of £58 million in the preceding quarter. There was a deficit of £84 million on visible trade, £41 million less than in the first quarter, when the out-turn was influenced by the miners' strike and associated power cuts. There was a surplus on invisibles in the second quarter of £161 million. The surplus on invisibles in 1971 and the first quarter of 1972 has been revised upwards.

There was a total currency outflow (not seasonally adjusted) in the second quarter of £1,045 million, made up of a current account surplus (before seasonal adjustment) of some £170 million, net investment and other identified capital outflows of about £860 million and a negative balancing item representing other unidentified outflows of about £360 million. This large outflow reflected the pressure on sterling towards the end of the quarter, before the announcement on June 23 that sterling would be allowed to float.

The August trade figures were greatly distorted by the dock strike. Because of recording procedures figures for exports were reduced more than for imports. As a result a deficit on visible trade of £193 million was recorded. The value of exports in August was £498 million on a balance of payments basis. This figure relates on average to goods exported between mid-July and mid-August and was considerably reduced by the dock strike. The value of imports was £691 million on a balance of payments basis: this figure relates fairly

closely to goods arriving in the calendar month and was reduced by the dock strike but to a lesser degree than in the case of exports.

Net invisible earnings in August are estimated to have continued at a monthly rate of over £50 million, but because of the distorting effect of the dock strike the resultant deficit on current account bears no relation to the underlying position. The aftermath of the strike will affect the trade figures for some months until the backlogs of exports and imports are cleared. In the meantime, the monthly statistics will be of little or no value in assessing current trends.

The labour market

There was a small rise of 4,000 to 807.000 in the seasonally adjusted total of wholly unemployed (excluding school-leavers and adult students) in Great Britain in August. But adult vacanices,which have been on a rising trend since the beginning of the year, showed a further rise of 8,000. In the six months to August, adult vacancies rose by an average of around 4,000 a month and unemployment fell by an average of 10,000 a month. Of the other indicators, the aggregate number of hours of overtime worked in manufacturing rose by 4 per cent between March and June, and the number of hours lost in short-time working (not seasonally adjusted) in the second quarter, while still high by historical standards, dropped appreciably in the second quarter to the lowest level since the fourth quarter of 1970.

Financial developments

In the July banking month, money stock (M3) increased by £480 million (2 per cent)—a much smaller rise than in June. The increase in M3 in July was concentrated in deposit accounts and sterling certificates of deposit, and the narrower version of the money stock (M1) fell by about £60 million (½ per cent). Bank lending in sterling to the private sector rose by £795 million, but part of this exceptionally large increase was no doubt associated with the foreign currency outflow which occurred towards the end of June. On August 7 the Governor of the Bank of England wrote to the banks drawing their attention to the need to meet the expanding demand for credit by industry and asking that they should as necessary make credit less readily available to property companies and for financial transactions not associated with the maintenance of the expansion of industry. The issue of such qualitative guidance on lending was provided for in the Bank of England's consultative document 'Competition and Credit Control' which outlined the new monetary arrangements introduced last September. In mid-August the overall reserve ratio of all banks was 14.8 per cent compared with 14.6 per cent the previous month.

The United Kingdom's official reserves increased by $US 9 million during August to stand at $US 6,091 million at the end of the month. This was after a long-term debt servicing payment of $US 13 million.

United Kingdom balance of payments in the second quarter of 1972

THE following is a summary of an article prepared by the Central Statistical Office on the United Kingdom balance of payments. A more detailed discussion of recent trends in the United Kingdom balance of payments will be published in *Economic Trends* later this month.

Current balance

THE current account is estimated to have been in surplus by £77 million, seasonally adjusted, in the second quarter of 1972, compared with a revised estimate of £58 million for the preceding quarter. The deficit on visible trade, at £84 million, was about £40 million less than in the first quarter when the outturn was adversely influenced by the miners' strike. The surplus on invisibles (estimated at £161 million) was some £20 million less than the (revised) average during 1971 and the first quarter of this year. Reduced net receipts from interest, profits and dividends were the main factor in this fall.

Total currency flow

The total currency outflow in the quarter was £1,045 million. The current account (not seasonally adjusted) was in surplus by an estimated £173 million. Net identified investment and other capital outflows amounted to £861 million and there was a very large negative balancing item of £357 million relating to other unidentified outflows. These large outflows reflected the pressure on sterling towards the end of the quarter.

Investment and other capital flows

Identified investment and other capital transactions recorded a large net outflow in the second quarter of 1972 (following the large inflows throughout 1971 and little net movement in the first quarter of 1972). Overseas investment in the United Kingdom private sector is estimated at about £125 million and United Kingdom private investment overseas at over £350 million which included almost £200 million of portfolio investment, largely financed by foreign currency borrowing through United Kingdom banks.

The monetary outflow in June was reflected in the reduction in other net foreign currency liabilities of United Kingdom banks, a fall in banking and money market sterling liabilities and an increase in sterling claims other than for export credit.

Official financing

The remainder of the IMF drawings, amounting to £405 million, were repurchased in April. Liabilities of £1,001 million were incurred in June, for settlement at the end of July, as a result of borrowing from EEC central banks in support of sterling. Amounts swapped forward with overseas monetary authorities were reduced by £403 million and the official reserves fell by £46 million in the quarter.

SUMMARY BALANCE OF PAYMENTS

£ million

				1971				1972	
	1969	1970	1971	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
				Seasonally adjusted					
Current account									
Visible trade	−143	+ 12	+ 299	− 67	+113	+177	+ 76	−125	− 84
Invisibles	+587	+ 669	+ 741	+ 191	+182	+187	+181	+183	+ 161
CURRENT BALANCE	+444	+ 681	+1,040	+ 124	+295	+364	+257	+ 58	+ 77
Currency flow and official financing				Not seasonally adjusted					
Current balance	+444	+ 681	+1,040	+ 71	+347	+357	+265	− 17	+ 173
Investment and other capital flows	−106	+ 547	+1,839	+ 588	+321	+489	+441	− 2	− 861
Balancing item	+405	+ 59	+ 349	+ 314	− 34	−178	+247	+ 76	− 357
TOTAL CURRENCY FLOW	+743	+1,287	+3,228	+ 973	+634	+668	+953	+ 57	−1,045
Allocation of special drawing rights (+)	—	+ 171	+ 125	+ 125	—	—	—	+124	—
Gold Subscription to IMF (−)	—	− 38	—	—	—	—	—	—	—
Total	+743	+1,420	+3,353	+1,098	+634	+668	+953	+181	−1,045
Financed as follows:									
Net transactions with overseas monetary authorities	−699	−1,295	−1,817	− 894	−508	− 92	−323	+ 10	+ 999
Official reserves (drawings on, + ; additions to, −) (1)	− 44	− 125	−1,536	− 204	−126	−576	−630	−191	+ 46

(1) From August 23, 1971, valued in sterling at the rates of exchange at which transactions occurred. See Technical Note in December 1971 issue of *Economic Trends*.

Value of trade in August

Summary

General assessment. The August trade figures were greatly distorted by the dock strike. Because of recording procedures, figures for exports were reduced more than those for imports (see comment on the docks dispute below). As a result a deficit on visible trade of £193 million was recorded. Net invisible earnings are estimated to have continued at a monthly rate of over £50 million; but because of the distorting effect of the dock strike the resultant deficit on current account bears no relation to the underlying position.

The aftermath of the strike will affect the trade figures for some months until the backlogs of exports and imports are cleared. In the meantime, the monthly statistics will be of little or no value in assessing current trends.

Exports. The value of exports in August was £498 million, seasonally adjusted, on a balance of payments basis. This figure relates on average to goods exported between mid-July and mid-August and was considerably reduced by the dock strike. The exports that were recorded were made up of goods shipped prior to the strike and goods which were exported by routes unaffected by the strike, eg by air, and by the roll-on, roll-off ferries to Europe.

Note: In arriving at the export figure for August the net allowance for factors affecting recording has been provisionally assessed as nil and in consequence no adjustment has been necessary (see Note 1(e)).

Imports. The value of imports was £691 million, seasonally adjusted on a balance of payments basis. This figure relates fairly closely to goods arriving in the calendar month and was reduced by the dock strike but to a lesser degree than in the case of exports. In addition to goods imported by routes unaffected by the strike, the August figure includes goods arriving after normal working in the docks was resumed.

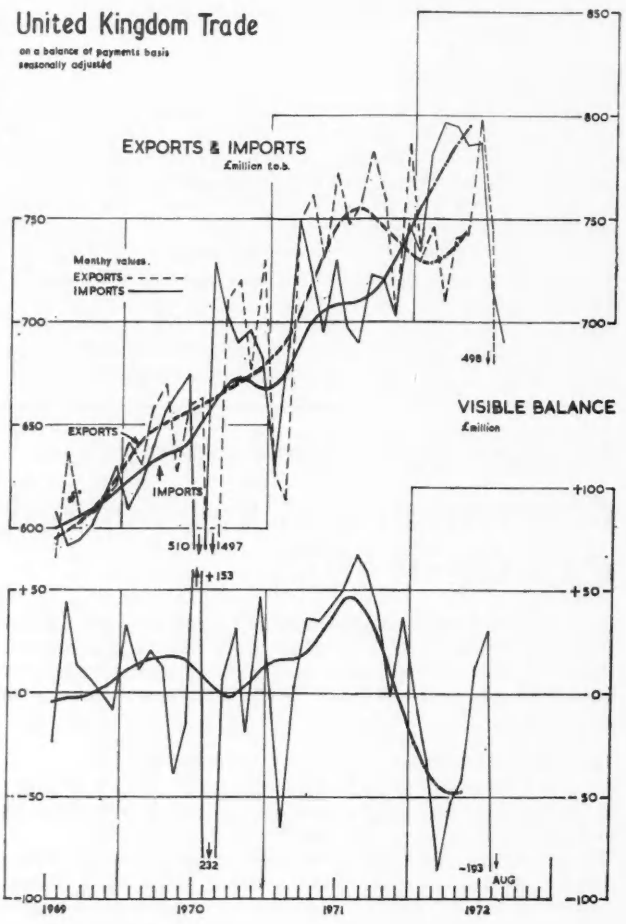


TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values — £ million per month

	Exports (fob) r	Imports (fob) r	Visible balance r
1970	658	657	+ 1
1971	733	708	+ 25
1970 1st quarter	644	623	+ 21
2nd quarter	653	667	− 14
3rd quarter	624	648	− 24
4th quarter	710	690	+ 20
1971 1st quarter	664	686	− 22
2nd quarter	755	717	+ 38
3rd quarter	762	703	+ 59
4th quarter	750	724	+ 26
1972 1st quarter	729	770	− 41
2nd quarter	760	788	− 28
March	710	796	− 86
April	741	794	− 53
May	742	785	− 43
June	798	786	+ 12
July p	745	715	+ 30
August p	498	691	−193
March-May	731	792	− 61
June-August p	680	730	− 50

p Provisional estimates.
r Revised estimates (see Note 1(g)).

TABLE 1A. Three-monthly averages§

	Exports (fob) r	Imports (fob) r	Visible balance r
1971 September	762	703	+59
October	766	711	+55
November	748	716	+32
December	750	724	+26
1972 January	740	729	+21
February	754	755	− 1
March	729	770	−41
April	732	790	−58
May	731	792	−61
June	760	788	−28
July	762	762	− 0
August	680	730	−50

§ Average of month shown and two preceding months (see Note 1(d)).
r Revised estimates (see Note 1(g)).

TABLE 2. EXPORTS

Seasonally adjusted values§§ — £ million per month

	Overseas trade statistics basis (fob)	Coverage adjustments r	Net allowance for factors affecting recording¶	Balance of payments basis (fob) r
1970	672	−27	+13	658
1971	765	−41	+ 9	733
1970 1st quarter	657	−26	+13	644
2nd quarter	668	−29	+13	653
3rd quarter	636	−25	+13	624
4th quarter	725	−30	+15	710
1971 1st quarter	680	−30	+14	664
2nd quarter	780	−41	+15	755
3rd quarter	798	−46	+10	762
4th quarter	801	−46	− 5	750
1972 1st quarter	776	−48	—	729
2nd quarter p	809	−49	—	766
March	763	−53	—	710
April	789	−48	—	741
May	797	−55	—	742
June	842	−44	—	798
July p	802	−57	—	745
August p	532	−34	—	498
March-May	783	−52	—	731
June-August p	725	−45	—	680

§§ Components and totals are rounded independently.
¶ See Note 1(e).
p Provisional estimates.
r Revised estimates (see Note 1(g))

Analyses. In view of the distorted nature of the import and export figures, it is not possible to make meaningful comparisons with past periods nor to comment sensibly on the area and commodity patterns of trade.

The docks dispute. The docks dispute and the National Dock Strike halted the movement of goods through most sea ports but affected the import and export figures rather differently because of differences in the timing of these statistics (see Note 1(f)).

As was explained last month the initial effect of the strike was to reduce the value of imports in July without altering appreciably the value of exports, thus making a favourable effect on the trade balance in July.

In August, however, the reduction of exports was greater than imports, resulting in a substantial adverse effect on the trade balance. The export figures for August relate, on average, to goods passing through the ports from about mid-July to mid-August, a period over most of which the ports were at a standstill. The import figures, on the other hand, relate fairly closely to movements during the calendar month and thus cover the period when normal working was resumed towards the end of the month.

The aftermath of the strike will affect the figures for several months ahead. Past experience indicates that the backlog of imports is cleared fairly rapidly but that the making good of export shipments and their inclusion in the export figures takes somewhat longer. In the next month or two the distortion to the trade figures is likely therefore to be unfavourable; subsequently, as export shipments are made up, the distortion may become favourable.

Floating of the £. In August the values of imports and exports were affected by the reduction in the value of the £ which followed the

(continued on next page)

TABLE 3. IMPORTS

Seasonally adjusted values §§ — £ million per month

	Overseas Trade Statistics basis (cif)	Adjustments to balance of payments basis r: Freight insurance and other valuation adjustments	Adjustments to balance of payments basis r: Coverage adjustments † r	Balance of payments basis (fob) r
1970	753	−77	−20	657
1971	819	−86	−26	708
1970 1st quarter	715	−71	−21	623
2nd quarter	762	−76	−19	667
3rd quarter	740	−78	−14	648
4th quarter	796	−83	−24	690
1971 1st quarter	794	−87	−21	686
2nd quarter	822	−87	−20	717
3rd quarter	817	−84	−30	703
4th quarter	845	−86	−35	724
1972 1st quarter	882	−82	−30	770
2nd quarter	891	−84	−19	788
March	914	−84	−34	796
April	892	−83	−16	794
May	884	−85	−14	785
June	897	−84	−27	786
July p	813	−78	−20	715
August p	786	−76	−20	691
March-May	897	−84	−21	792
June-August p	832	−80	−22	730

§§ Components and totals are rounded independently.
p Provisional estimates.
r Revised estimates (see Note 1(g)).
† Including adjustments for arrivals of and payments for United States military aircraft, etc.

TABLE 4. Recorded values Overseas Trade Statistics basis

Recorded values — £ million per month

	Exports fob ††	Imports cif ‡
1970 1st quarter	649.5	715.4
2nd quarter	688.0	785.0
3rd quarter	608.5	719.3
4th quarter	741.0	792.5
1971 1st quarter	673.4	811.3
2nd quatter	794.9	829.3
3rd quarter	767.4	790.0
4th quarter	822.9	847.3
1972 1st quarter	770.7	905.7
2nd quarter	843.9	910.6
June	897.3	951.7
July r	780.8	795.3
August p	492.7	744.9

†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e))
‡ Including arrivals of US military aircraft
p Provisional estimates
r Revised estimates

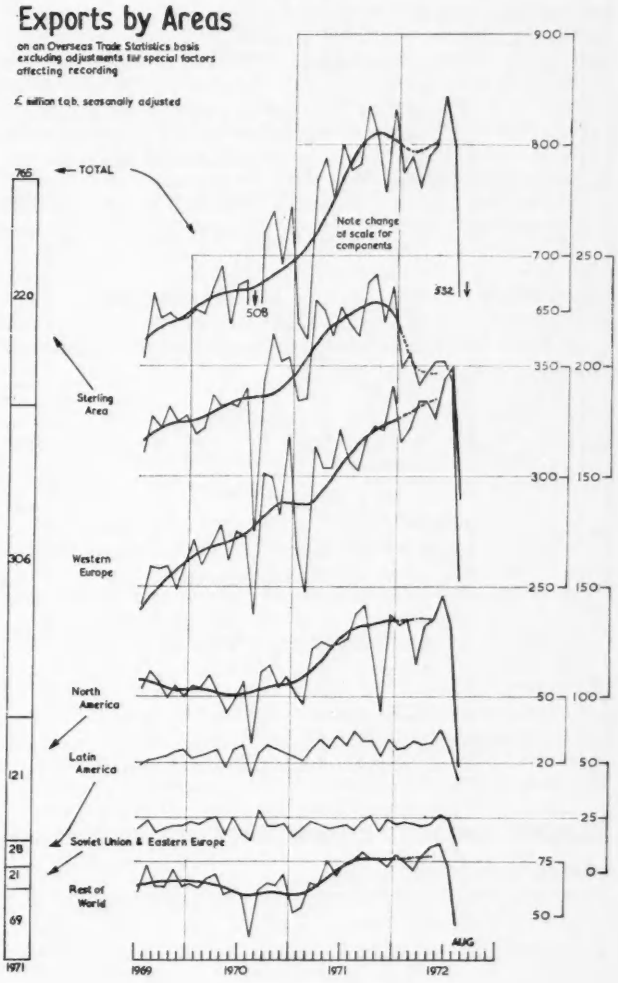


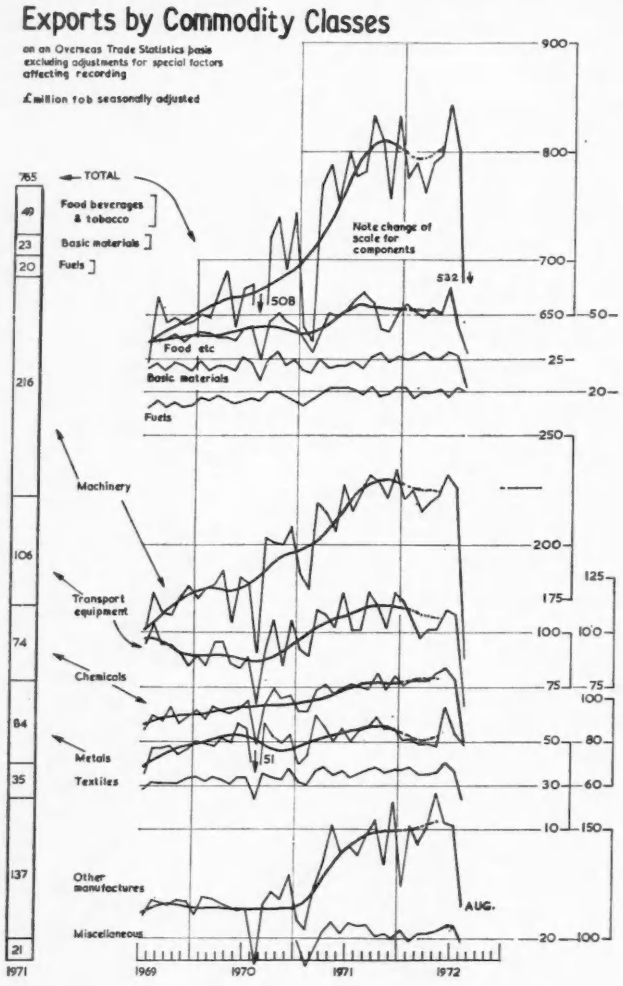
TABLE 5. EXPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values†† — £ million fob per month

	Total	Sterling area	Western Europe: Total	Western Europe: EEC	Western Europe: EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of world
1971	765	220	306	162	116	121	28	21	69
3rd quarter	798	224	309	164	114	135	31	21	75
4th quarter	801	232	321	174	124	119	28	23	75
1972 1st quarter	776	199	324	173	122	128	28	22	75
2nd quarter	809	200	334	180	126	137	30	23	81
June	842	202	344	190	126	146	35	26	83
July	802	194	350	188	133	132	26	24	72
August p	532	102	289	162	109	68	12	12	44
March-May	783	197	331	176	127	127	29	22	77
June-August p	725	166	328	180	123	115	24	21	66

¶ See Note 1(b).
†† No adjustment has been made in this table for special factors affecting the recording of exports. (see Note 1(e)).
p Provisional estimates.

VALUE OF TRADE IN AUGUST
continued



decision to float on 27 June. Apart from effects resulting from the conversion of export or import values invoiced in foreign currencies (explained in last month's article) there may now be further effects as traders begin to adjust prices in the light of the altered value of the £. There is no systematic information about the extent of these adjustments and it is not therefore possible to say what their effect will have been on the values of exports and imports. It is most likely that the effect of the float was, as in July, adverse but much smaller than the distortion due to the dock strike. As was explained in the note last month, should the £ continue at the level currently ruling, the trade balance would, in due course, be favourably affected; but the full effects on the value and volume of imports and exports would, of course, take time to work through.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small). All these adjustments are described in greater detail in the annual "Pink Book", *United Kingdom Balance of Payments* 1972 (Table 6 and pp.63-67) and in an article in the issue of *Trade and Industry* dated 4 November 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and

TABLE 6. EXPORTS COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values††

£ million fob per month

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1971	765	49	23	20	652	322	216	82	24	74	84	35	137	21
3rd quarter	798	56	24	21	668	332	224	82	25	75	84	35	142	26
4th quarter	801	45	26	20	690	336	228	87	24	78	88	37	150	21
1972 1st quarter	776	52	26	20	662	325	220	73	33	77	81	36	139	21
2nd quarter	809	55	26	20	684	329	224	77	27	81	84	37	157	24
June	842	63	28	18	711	343	232	81	29	84	95	40	153	25
July	802	45	26	22	681	334	226	80	29	78	83	36	151	25
August p	532	32	12	20	444	213	148	40	27	50	49	23	114	18
March-May	783	51	26	20	665	320	218	71	29	79	79	35	154	22
June-August p	725	46	22	20	612	297	202	67	28	71	76	33	139	23

¶ See Note 1(b).
†† No adjustment has been made in this table for special factors affecting the recording of exports (see Note 1(e)).
p Provisional estimates.

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correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis, analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

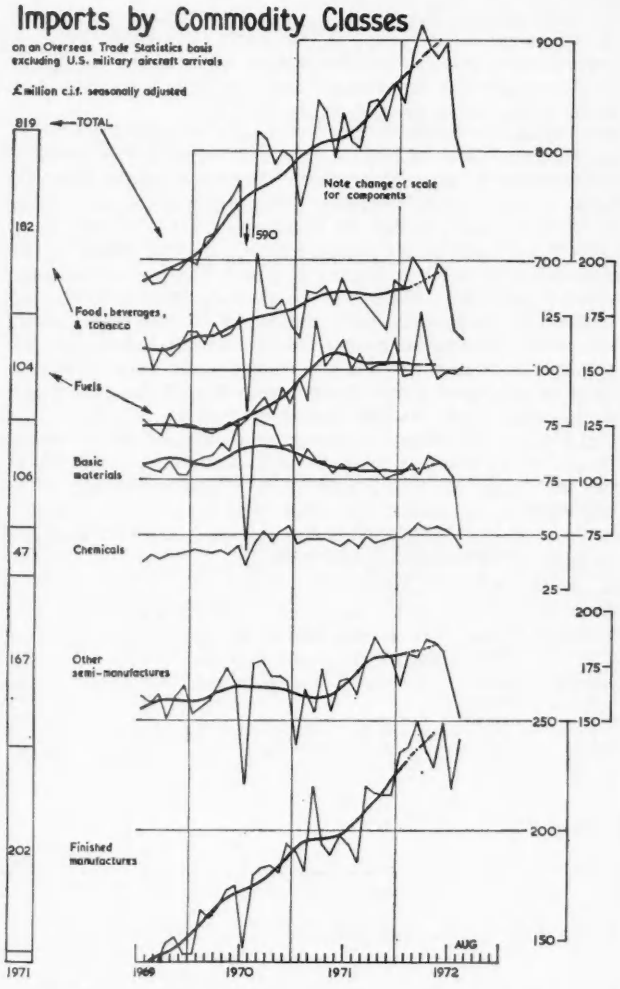
1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.

1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new system for the documentation of exports to ensure their full recording has applied to goods shipped from October 25, 1971 (see *Trade and Industry* August 19, 1971).

(*continued on next page*)



Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

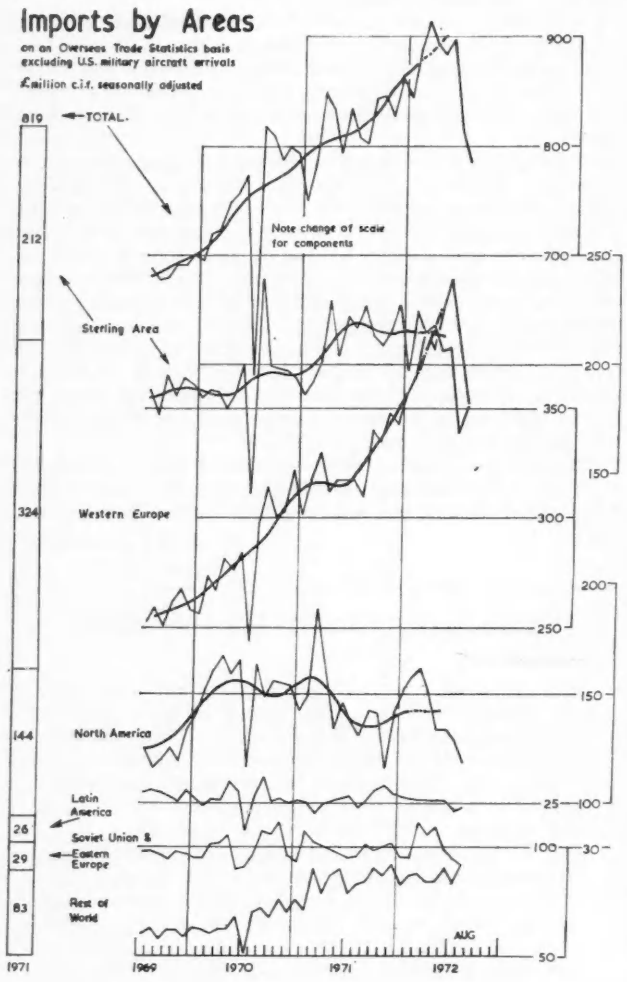
TABLE 7. IMPORTS: COMMODITY CLASSES¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials: Total	Industrial materials: Basic materials	Industrial materials: Chemicals	Industrial materials: Other semi-manufactures	Finished manufactures: Total	Finished manufactures: Excluding US military aircraft, etc.	Miscellaneous
1971	819	819	182	104	321	106	47	167	203	202	10
3rd quarter	817	817	181	102	322	106	47	169	201	200	10
4th quarter	845	845	177	106	334	103	48	183	216	216	14
1972 1st quarter	882		195	107	330	104	52	175	241		9
2nd quarter	891		194	101	343	108	53	182	238		12
June	897		194	99	338	106	52	181	249		16
July	813		168	98	316	101	50	165	219		11
August p	786		164	101	268	73	44	151	241		9
March-May	897		193	109	345	107	54	184	238		10
June-August p	832		176	99	307	93	48	166	236		12

¶ See Note 1(b).
p Provisional estimates.

VALUE OF TRADE IN AUGUST
continued



The first assessments of the new scheme indicated that it had achieved an appreciable reduction in under-recording by the end of the year, though the shortfall had not entirely disappeared. The amount of the shortfall was estimated to be small and no alteration has been made in this regard to the figures published for the closing months of 1971, for which it has been assumed that recording was virtually complete. The same assumption has been made for the period since the beginning of 1972 and investigations which have been carried out this year support this for the early part of 1972. The assumption will be kept under review in the light of continuing checks, and should it subsequently appear necessary, adjustments will be made to the figures already published.

There was a speeding up in the submission of documents in the second half of 1971, associated with the introduction of the new recording scheme; the timing of the flow of documents has not shown any unusual features this year, and no adjustment has been necessary for this aspect in recent months. Adjustment to the figures for factors affecting recording are shown in Table 2 and explained in the notes given in previous articles.

1(f) Timing. The figures for exports relate to documents received in the Statistical Office of HM Customs and Excise up to a few days before the end of the calendar month. On average export documents arrive at the Customs Statistical Office within a fortnight of the shipment of goods, so that the documents relate to goods passing through the ports in the month ending about the middle of the calendar month to which they are attributed. The figures for imports relate to documents received at the Customs Statistical Office up to the third working day after the end of the month. Importers are usually required to present their documents before they can obtain customs clearance and remove the goods. Thus the import statistics correspond closely to movements through the ports during the calendar month to which they are attributed.

1(g) Revisions. Estimates of the coverage adjustments used to convert figures on an Overseas Trade Statistics basis onto a balance of payments basis (see Note 1(a) above) have been revised from 1970. The effect of the revision is to reduce slightly the levels of imports and exports from those published in previous articles but generally to leave the visible balance unchanged.

2. Overseas Trade Statistics

Detailed particulars of United Kingdom imports and exports, with cumulative totals, will be published on September 27† and further analysis of the figures will be found in Tables 125 to 142 in the Monthly Digest for October ‡ due to be published in the second week of November.

† Overseas Trade Statistics of the United Kingdom, August 1972, published by HMSO, price £1.85 (annual subscription £25.05).

‡ Monthly Digest of Statistics, published by HMSO, price 60p (annual subscription £7.75).

TABLE 8. IMPORTS: AREAS¶ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

			Western Europe			North America				
	Total	Total excluding US military aircraft etc.	Sterling area	Total	EEC	EFTA	Total	Excl. US military aircraft etc.	Latin America	Soviet Union and Eastern Europe	Rest of World
1971	819	819	212	324	177	131	145	144	26	29	83
3rd quarter	817	817	219	322	182	125	137	136	26	27	82
4th quarter	845	845	217	342	185	142	133	133	31	30	91
1972 1st quarter	882		212	369	202	148	157		27	30	86
2nd quarter	891		213	393	221	156	138		26	33	86
June	897		207	408	244	150	133		26	29	90
July	813		169	384	212	161	128		22	24	83
August p	786		181	352	214	125	118		23	21	91
March-May	897		213	386	211	156	148		26	38	85
June-August p	832		186	382	223	145	126		24	25	88

¶ See Note 1(b).
p Provisional estimates.

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UK trade by air in the first half of 1972

UNITED Kingdom trade by air has continued to grow in the first half of this year. Imports carried by air totalled £716 million, an increase of 12 per cent compared with the first half of 1971. Unlike earlier years when imports by air grew at a much faster rate than total imports, the growth rate is now similar to that for total imports. The proportion of imports by air in the first six months of this year was 13 per cent, the same as in the first half of last year but a little lower than 14 per cent recorded in the second half of last year (Table 1).

TABLE 1. VALUE OF TRADE COMPARED WITH TOTAL TRADE

	Exports			Imports		
Year	Total £m. fob	By Air £m. fob	Percent of total exports	Total £m. cif	By air £m. cif	Percent of total imports
1967	5,229.6	606.2	11.6	6,436.7	641.5	10.0
1968	6,433.9	831.5	12.9	7,897.5	929.4	11.8
1969	7,339.4	978.9	13.3	8,315.0	1,082.6	13.0
1970	8,061 1	1,095.1	13.6	9,036.8	1,220.2	13.5
1971	9 175.5	1,304.3	14.2	9,833.9	1,342.2	13.6
1971						
1st half	4,404.8	611.6	13.9	4,921.9	638.0	13.0
2nd half	4,770.8	692.7	14.5	4,912.1	704.3	14.3
1972						
1st half	4,843.6	723.9	14.9	5,449.0	715.9	13.1

TABLE 1(a) INCREASE IN VALUE OF UNITED KINGDOM TRADE (PER CENT ON A YEAR EARLIER)

	Exports		Imports	
Year	Total	By air	Total	By air
1967	—	10	8	18
1968	23	37	23	45
1969	14	18	5	16
1970	10	12	9	13
1971	14	19	9	10
1971				
1st half	10	17	9	7
2nd half	18	21	8	13
1972				
1st half	10	18	11	12

Exports by air totalled £724 million in the first half of 1972, an increase of 18 per cent on the same period last year, which was much faster than the growth in total exports of 10 per cent. The proportion of trade exported by air in the first half of this year was 15 per cent, indicating the increasing importance of air transport as a means for exporting.

The commodity analysis of Tables 2 and 3 illustrate the relative importance of the different categories of trade by air. Machinery (Divisions 71 and 72) continued to be the most important group and accounted for over a third of the total value carried by air of both exports and imports in the first half of 1972. Other important groups in trade by air are Transport Equipment, Non-Metallic Mineral Manufactures (mainly precious stones) and Scientific Instruments.

For some classes of merchandise, carriage by air accounts for a significant part of total imports and exports. Those commodities of which more than one-third were exported by air in the first half of this year were Hides, Skins and Furskins (Division 21), Clothing (Division 84), Medicinal and Pharmaceuticals (Division 54) and Leather and Leather Goods (Division 61). Among imports the commodities with the highest proportion of goods carried by air were Non-Metallic Mineral Manufactures (Division 66) 63 per cent, Scientific Instruments (Division 86) 49 per cent, Medicinal and Pharmaceuticals (Division 54) 45 per cent, Electrical Machinery (Division 72) 40 per cent and Hides, Skins and Furskins (Division 21) 39 per cent.

The pattern of air trade by countries and main areas is shown in Tables 4 and 5. In the first half of 1972 43 per cent of exports carried by air were destined for Western Europe with North America accounting for a further 27 per cent. These two important areas also accounted for the greater part of the value of imports by air with 42 per cent arriving from Western Europe and 31 per cent from North America.

Air transport accounted for 30 per cent of total exports to Japan, 28 per cent to USA and 25 per cent to France. A noticeable change between the last two half year periods is that the proportion of exports to Switzerland has risen from 19 per cent to 42 per cent and those to Ireland reduced from 38 per cent to 17 per cent. A similar change is noticed on imports from these two countries. A large part of the change between Ireland and Switzerland is accounted for by a switch in the deliveries of precious stones in the form of entrepot trade between these two countries and the United Kingdom. This factor partly explains the lower deliveries to and imports from the sterling area. Carriage by air accounted for a high proportion of our imports from the United States (33 per cent), Portugal (22 per cent) and France (20 per cent).

Statistical note

The valuation of exports and imports in this article is on the *Overseas Trade Statistics* basis. While estimates for total trade are

(continued on next page)

TABLE 2. COMMODITY COMPOSITION OF EXPORTS

Selected divisions		2nd half 1971 Total £m. fob	2nd half 1971 By air £m. fob	2nd half 1971 Per cent of total exports	1st half 1972 Total £m. fob	1st half 1972 By air £m. fob	1st half 1972 Per cent of total exports
† 00	Live animals (excluding zoo animals, dogs and cats)	15.5	5.6	36	15.6	3.7	24
21	Hides, skins and furskins, undressed	33.1	12.8	39	37.5	17.0	45
51	Chemical elements and compounds	119.1	11.1	9	128.4	12.4	10
54	Medicinal and pharmaceutical products	86.1	30.9	36	89.5	35.3	39
55	Essential oils and perfume materials, toilet, polishing and cleansing preparations	37.6	1.5	4	39.3	2.1	5
61	Leather, leather manufactures, not elsewhere specified, and dressed furskins	27.2	10.3	38	32.7	12.5	38
62	Rubber manufactures, not elsewhere specified	53.9	1.8	3	49.8	2.0	4
65	Textile, yarn, fabrics, made up articles and related products	220.4	21.8	10	221.2	19.7	9
66	Non-metallic minerals manufactures, not elsewhere specified	301.2	110.4	37	296.4	91.7	31
68	Non-ferrous metals	147.6	22.7	15	164.8	27.6	17
69	Manufactures of metal, not elsewhere specified	153.3	7.5	5	149.5	7.9	5
71	Machinery other than electric	1,005.8	157.3	16	1,043.0	182.9	18
72	Electrical machinery, apparatus and appliances	323.8	69.5	21	330.6	79.3	24
Ex 73	Transport equipment	604.0	61.3	10	642.1	58.6	9
84	Clothing, knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	75.6	31.8	42	62.8	25.9	41
85	Footwear, gaiters and the like	21.1	3.4	16	15.7	2.5	16
86	Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	131.7	38.5	29	137.3	43.6	32
89	Miscellaneous manufactured articles, not elsewhere specified	193.2	47.9	25	198.0	50.9	26
	All other goods	1,220.6	46.5	4	1,189.3	48.2	4
	Total	4,770.8	692.7	15	4,843.6	723.9	15

† Figures shown under this heading, include horses exported temporarily for racing, breeding or other purposes.

UK TRADE BY AIR
continued

now published on a balance-of-payments basis in the monthly trade article, the adjustments to that basis are not available for the main commodity groups or trading areas, nor for the analysis of trade by air.

Complete newly-built aircraft flown in and out under their own power are included in the totals for all United Kingdom trade but are excluded from the figures of trade by air.

No allowance is made either in the totals of trade or in the figures of trade by air for under-recording of exports (see *Trade and Industry*, November 25, 1970, page 319).

Imports by parcel post are included in total imports but are not available for inclusion in the figures of imports by air.

Exports by parcel post are included both in total exports and in exports by air.

TABLE 4. EXPORTS TO AND IMPORTS FROM VARIOUS AREAS BY AIR

	Exports			Imports		
	2nd half 1971 £m. fob	1st half 1972 £m. fob	Per cent of total	2nd half 1971 £m. cif	1st half 1972 £m. cif	Per cent of total
Sterling area	192.9	136.8	18.9	166.8	101.3	14.2
North America	189.7	195.7	27.0	202.4	218.7	30.5
Latin America	11.9	12.8	1.8	5.6	5.5	0.8
Western Europe	238.3	310.0	42.8	239.5	303.5	42.4
Non-sterling Middle East	23.8	27.5	3.8	6.9	7.9	1.1
Soviet Union and Eastern Europe	9.4	7.5	1.0	54.8	55.9	7.8
Rest of the World	26.6	33.6	4.7	28.3	22.9	3.2
	692.7	723.9	100.0	704.3	715.9	100.0

TABLE 3. COMMODITY COMPOSITION OF IMPORTS

Selected divisions	2nd half 1971 Total £m. cif	2nd half 1971 By air £m. cif	2nd half 1971 Per cent of total imports	1st half 1972 Total £m. cif	1st half 1972 By air £m. cif	1st half 1972 Per cent of total imports
† 00 Live animals (excluding zoo animals, dogs and cats)	35.9	3.3	9	35.2	2.7	8
21 Hides, skins and furskins, undressed	41.0	18.5	45	38.3	14.8	39
28 Metalliferous ores and metal scrap	154.2	18.7	12	141.6	16.4	12
51 Chemical elements and compounds	116.4	16.0	14	131.5	17.2	13
54 Medicinal and pharmaceutical products	18.7	8.5	45	19.9	8.9	45
55 Essential oils and perfume materials, toilet, polishing and cleansing preparations	12.4	2.8	22	16.1	3.1	19
61 Leather, leather manufactures, not elsewhere specified, and dressed furskins	19.8	3.1	16	22.5	3.5	16
65 Textile yarn, fabrics, made up articles and related products	168.0	22.5	13	178.6	23.9	13
66 Non-metallic mineral manufactures, not elsewhere satisfied	264.5	178.8	68	265.9	168.3	63
68 Non-ferrous metals	218.9	7.8	4	214.1	6.5	3
69 Manufactures of metal, not elsewhere specified	54.7	9.3	17	63.6	9.1	14
71 Machinery other than electric	452.2	169.7	38	500.1	166.2	33
72 Electrical machinery, apparatus and appliances	194.5	84.2	43	239.5	96.6	40
Ex 73 Transport equipment	199.4	19.4	10	300.6	22.1	7
84 Clothing, knitted or crocheted articles, including elastic or rubberised fabric and articles of fur	94.5	18.8	20	102.0	21.4	21
85 Footwear, gaiters and the like	25.7	2.7	11	33.2	2.8	8
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	86.0	46.5	54	91.6	45.3	49
89 Miscellaneous manufactured articles, not elsewhere specified	133.7	48.2	36	155.1	57.6	37
All other goods	2,621.8	25.9	1	2,899.6	29.4	1
Total	4,912.1	704.3	14	5,449.0	715.9	13

TABLE 5. EXPORTS TO, AND IMPORTS FROM, SELECTED COUNTRIES

	Exports						Imports					
	2nd half 1971			1st half 1972			2nd half 1971			1st half 1972		
Selected countries	Total £m. fob	By air £m. fob	Per cent of total exports	Total £m. fob	By air £m. fob	Per cent of total exports	Total £m. cif	By air £m. cif	Per cent of total imports	Total £m. cif	By air £m. cif	Per cent of total imports
Western Germany	276.6	50.1	18.1	285.0	53.8	18.9	335.7	58.5	17.4	396.4	54.2	13.7
Netherlands	210.7	20.0	9.5	220.2	19.8	9.0	258.2	20.1	7.8	313.4	22.4	7.1
Belgium	165.2	17.2	10.4	185.1	16.9	9.1	110.6	16.7	15.1	146.4	24.7	16.9
France	201.7	51.3	25.4	251.6	63.6	25.3	222.0	48.0	21.6	294.7	58.9	20.0
Italy	126.2	25.8	20.4	138.4	28.1	20.3	139.5	15.5	11.1	166.6	16.7	10.0
Sweden	190.1	12.6	6.6	206.0	13.6	6.6	203.5	9.6	4.7	246.5	9.4	3.8
Denmark	114.3	6.1	5.3	118.0	6.9	5.8	157.8	4.4	2.8	165.4	5.2	3.1
Switzerland/Liechtenstein	117.3	22.3	19.0	165.3	69.7	42.2	111.5	37.4	33.5	163.6	83.2	50.9
Portugal	53.3	4.5	8.4	57.4	5.0	8.7	53.6	13.8	25.7	59.1	13.2	22.3
Austria	53.2	4.9	9.2	55.2	5.6	10.1	50.9	4.4	8.6	60.8	4.7	7.7
Spain	79.0	7.6	9.6	93.2	10.4	11.2	70.6	4.5	6.4	62.9	3.7	5.9
Irish Republic	271.7	102.1	37.6	233.8	39.8	17.0	282.7	87.1	30.8	229.6	27.8	12.1
United States of America	568.6	155.4	27.3	582.2	161.3	27.7	495.0	181.3	36.6	572.4	191.7	33.5
Canada	197.3	34.0	17.2	196.3	34.1	17.4	318.6	20.7	6.5	306.9	23.8	7.8
India	79.2	10.4	13.1	75.6	14.1	18.7	59.9	4.6	7.7	49.4	5.5	11.1
Australia	190.5	11.0	5.8	158.7	11.3	7.1	123.4	3.5	2.8	134.3	3.1	2.3
Republic of South Africa	189.4	10.3	5.4	159.0	10.6	6.7	122.8	13.4	10.9	149.2	13.9	9.3
Japan	76.2	19.1	25.1	85.1	25.8	30.3	110.4	8.8	8.0	127.4	11.3	8.9
Total	3,160.5	564.9	17.9	3,266.1	590.2	18.1	3,226.7	552.2	17.1	3,645.0	573.3	15.7
All other countries	1,610.3	127.8	7.9	1,577.6	133.8	8.5	1,685.4	152.1	9.0	1,804.0	142.5	7.9
Grand total	4,770.8	692.7	14.5	4,843.6	723.9	14.9	4,912.1	704.3	14.3	5,449.0	715.9	13.1

Government Publications in the Midlands

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Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

Steel consumption and stocks in the second quarter of 1972

Consumption of steel

CONSUMPTION of finished steel, in the second quarter of 1972, is now estimated at 4,061,000 tonnes (5,564,000 tonnes ingot equivalent) after adjustment for seasonal movements, virtually unchanged from the provisional estimate published a month ago. The decline in steel consumption, which began during the second quarter of 1971, appears to have come to an end, but there are not yet any strong indications of recovery.

Stocks held by merchants and consumers

Seasonally adjusted stocks held by merchants and consumers are estimated to have fallen by 157,000 tonnes (215,000 tonnes ingot equivalent) to stand at 12.9 weeks' use. The reduction was spread evenly among consuming sectors. Details are shown in the tables below.

TABLE 1. CONSUMPTION OF FINISHED STEEL BY USING INDUSTRY

Thousand tonnes

	1971				1972		1971				1972	
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	2nd qtr. p	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	1st qtr. p	2nd qtr. p
							Seasonally adjusted					
Coalmining	149	139	108	122	N.A.	N.A.	140	138	119	121	N.A.	N.A.
Railways and rolling stock	108	92	92	83	N.A.	N.A.	100	88	104	83	N.A.	N.A.
Shipbuilding	178	189	149	177	N.A.	N.A.	172	182	163	176	N.A.	N.A.
Constructional engineering and building	889	825	688	726	N.A.	N.A.	876	796	725	731	N.A.	N.A.
Electrical engineering	205	182	165	187	N.A.	N.A.	193	180	184	182	N.A.	N.A.
Mechanical engineering	874	763	705	720	N.A.	N.A.	852	740	757	713	N.A.	N.A.
Motor vehicles	619	604	510	570	N.A.	N.A.	584	562	570	587	N.A.	N.A.
Hollow-ware	338	306	298	286	N.A.	N.A.	328	297	305	298	N.A.	N.A.
Wire and wire manufactures	315	275	248	279	N.A.	N.A.	299	265	273	280	N.A.	N.A.
Other consuming industries	1,021	928	800	810	N.A.	N.A.	976	910	867	806	N.A.	N.A.
Total Home Consumption	4,696	4,303	3,763	3,960	4,003	4,265	4,520	4,158	4,067	3,977	3,907	4,061
of which:												
Private consumers	4,466	4,084	3,576	3,737	3,858	4,047	4,290	3,942	3,863	3,768	3,758	3,849
Public organisations	230	219	187	223	145	218	230	216	204	209	149	212

p Provisional.

TABLE 2. ESTIMATED CHANGES IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY CONSUMING INDUSTRY GROUPS

Thousand tonnes

	1971				1972		Stock at end of Jn.	1971				1972		Stock at end of Jn.
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	2nd qtr. p	1972 p	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	2nd qtr. p	1972 p
								Seasonally adjusted						
Coalmining	+ 4	+ 5	+ 9	+ 7	−12	− 20	103	+ 7	+ 5	+ 10	+ 3	−10	− 25	103
Railways and rolling stock	+ 3	− 5	− 1	− 6	− 9	− 5	98	+ 2	− 8	− 3	—	−10	− 7	98
Shipbuilding	− 2	− 9	− 7	− 29	+11	− 11	250	+ 2	− 12	− 10	− 27	+14	− 13	249
Constructional engineering and building	—	− 93	− 57	− 72	+ 8	− 71	776	− 7	− 86	− 45	− 84	+ 3	− 64	777
Electrical engineering	− 9	—	− 9	− 13	+ 6	− 8	102	− 13	—	− 11	− 7	+ 1	− 8	100
Mechanical engineering	−31	− 19	− 49	− 58	− 4	− 7	754	− 40	− 20	− 41	− 56	−13	− 8	761
Motor vehicles	+ 4	− 25	− 30	− 47	− 3	− 15	348	− 12	− 10	− 36	− 40	−20	—	350
Hollow-ware	− 1	+ 11	− 17	− 12	+15	− 1	151	− 9	+ 11	− 10	− 11	+ 8	− 1	148
Wire and wire manufactures	− 3	+ 8	+ 5	− 20	+ 8	+ 7	143	− 3	+ 5	+ 9	− 21	+ 7	+ 3	139
Other consuming industries	− 1	− 46	− 15	− 48	− 6	− 57	559	− 23	− 50	− 2	− 35	−25	− 60	552
Total change in consumers' stocks	−36	−173	−171	−298	+14	−188	3,297	− 96	−165	−139	−278	−45	−183	3,277
of which:														
Private consumers	−44	−171	−179	−295	+32	−170	3,079	−105	−151	−146	−287	−24	−155	3,064
Public organisations	+ 8	− 2	+ 8	− 3	−18	− 18	218	+ 9	− 14	+ 7	+ 9	−21	− 28	213
Changes in merchants' stocks	−23	− 48	− 50	− 40	+21	+ 29	765	− 22	− 49	− 41	− 49	+20	+ 26	762
Total changes by consumers and merchants	−59	−221	−221	−338	+35	−159	4,062	−118	−214	−180	−327	−25	−157	4,039

p Provisional.

TABLE 3. ESTIMATED CHANGE IN CONSUMERS' AND MERCHANTS' STOCKS OF FINISHED STEEL BY PRODUCT

Thousand tonnes

	1970				1971				1972		Stock at end of June
Product	1st qtr.	2nd qtr.	3rd qtr. (a)	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr. p	2nd qtr. p	1972 p
Sheet	+ 6	+ 58	+ 41	− 9	−62	− 43	− 33	− 25	+16	− 45	593
Plate	+ 41	+ 35	+ 65	+ 77	−40	− 85	− 67	− 90	+ 2	+ 1	765
Tinplate	+ 19	− 10	− 5	− 42	+16	+ 13	− 14	− 14	+21	+ 1	179
Reinforcing bars and rods	+ 11	+ 18	+ 23	+ 4	−18	+ 1	− 16	− 16	+ 1	− 2	154
Other steel products	+138	+ 38	+ 2	+114	+45	−107	− 91	−193	− 5	−114	2,371
Total consumers' and merchants' stock changes	+215	+139	+126	+144	−59	−221	−221	−338	+35	−159	4,062

(a) 14-week period. Reduced to 13-week basis for purposes of comparison.
p Provisional.

Higher increase in output prices in August

THE provisional price index for home sales of manufactured products rose almost 1 per cent in August, after increases of ½ per cent in each of the preceding four months. Compared with 12 months before, the index was 5 per cent higher in August.

The index for basic materials and fuel purchased by manufacturing industry rose by 1¼ per cent in August, bringing the increase since May, the month before the floating of the pound, to 2¼ per cent. Higher prices for food materials accounted for half the change in the index in August; the remainder was attributable to further increases in the prices of hides and skins and of raw wool, which have risen by 92 and 57 per cent respectively during the last 12 months.

Materials and fuel purchased by broad sectors of industry (Table 1)

The index for the food manufacturing industries rose 2 per cent in August, though about a third of the increase was due to the reversion of milk prices to pre-summer levels. Other substantial increases were those in the index numbers for the textile industries, 3 per cent higher than in July, and for clothing and footwear and the timber industries, both 1 per cent higher. Increases in a wide range of products contributed to a rise of over 1 per cent in the index for construction materials. Those for other sectors rose up to ½ per cent in August.

CHART I
All Manufacturing Industry

Notes on Wholesale Price index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of March 9, 1972.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

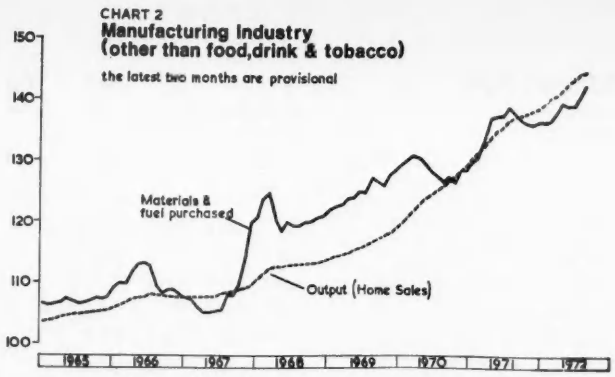
(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London SW1 3DB. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering), and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

1963 = 100

1968 SIC		1971			1972		1971	1972							
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Aug.	Jan.	Feb.	Mar.	Apr.	May	June	July p	Aug. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	133.1	134.1	133.6	135.0	136.1	133.9	135.6	134.6	134.7	136.0	136.2	136.1	137.4	139.2
	Basic materials	131.5	132.5	132.0	133.6	134.0	132.3	134.3	133.1	133.2	133.9	134.1	134.0	135.5	137.6
	†Fuel	143.0	143.4	143.4	143.7	149.2	143.4	143.4	143.4	144.0	149.2	149.2	149.2	149.2	149.2
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	137.3	137.9	136.2	137.1	139.3	137.9	136.6	136.8	138.1	139.6	139.1	139.0	141.1	142.6
	Basic materials other than fuel	136.0	136.6	134.5	135.6	137.0	136.7	135.0	135.2	136.7	137.4	136.8	136.7	139.2	141.0
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	126.0	128.6	130.9	133.1	132.4	128.2	135.9	132.6	130.7	131.3	133.0	132.9	132.9	135.4
Order V	Chemicals and allied industries	134.2	136.0	135.2	134.5	136.0	136.1	134.8	134.3	134.5	135.6	136.1	136.3	137.6	138.5
311 to 312	Steel industries	140.8	141.0	141.0	141.0	144.6	140.9	140.7	140.7	141.5	144.4	144.6	144.7	145.3	145.7
Order VII (excluding MLH 342)	Mechanical engineering industries	147.2	148.0	147.4	148.3	152.2	148.1	147.8	148.1	148.9	151.8	152.4	152.4	153.1	153.6
Order IX	Electrical engineering industries	153.8	152.0	148.9	152.5	155.1	152.3	150.5	152.4	154.6	155.7	155.1	154.4	156.0	156.7
361	Electrical machinery industry	154.1	154.1	152.5	153.8	156.9	154.1	153.1	153.7	154.7	156.9	157.0	156.9	157.7	158.3
Order XIII	Textile industries	108.6	110.1	110.2	115.7	119.5	110.6	114.4	115.8	116.9	118.5	119.3	120.7	121.7	125.4
Order XV	Clothing and footwear industries	126.4	128.1	128.6	131.1	137.4	128.1	129.1	130.0	134.3	136.2	137.5	138.7	139.6	141.2
Order XVII	Timber industries	142.8	144.0	144.9	147.0	149.2	143.9	146.0	147.3	147.8	148.6	149.3	149.7	150.7	152.0
481 to 484	Paper industries	141.6	142.0	141.7	139.8	141.2	142.1	139.8	139.7	139.9	140.7	141.0	141.8	144.8	145.3
Order XX	Construction materials	141.5	144.3	144.9	146.5	149.3	144.3	145.8	146.4	147.2	148.3	149.4	150.1	150.9	152.6
Part of Order XX	House building materials	143.0	145.9	146.8	148.4	151.0	146.0	147.7	148.3	149.2	150.2	151.0	151.7	152.8	155.1

† Coal (except for carbonising), gas and electricity. Crude oil and carbonising are included in basic materials.



Output of broad sectors of industry: home sales (Table 2)

Index numbers for several sectors increased by 1 per cent or more in August. Those for the timber and textiles industries rose by 1½ per cent, and those for the chemicals and paper industries by 1 per cent. The index for manufactured foods rose by 1¾ per cent but compared with a year ago still showed the comparatively low increase of 3½ per cent. The index for mechanical engineering, and that for the engineering group as a whole, rose by about ½ per cent. There was little or no change in August in the index numbers for the steel industries, electrical engineering, and clothing and footwear.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1971			1972		1971	1972							
		2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	Aug.	Jan.	Feb.	Mar.	Apr.	May	June	July p	Aug. p
Orders III to XIX	Output of Manufactured Products														
	Total sales	138.7	140.9	142.2	143.8	145.5	141.0	143.2	143.9	144.2	144.8	145.4	146.2	147.0	148.3
	Home sales	137.2	139.2	140.0	141.6	143.4	139.3	141.2	141.6	142.0	142.6	143.4	144.1	144.9	146.2
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	137.7	140.2	141.9	143.7	145.9	140.3	142.9	143.9	144.4	145.2	145.7	146.8	147.7	149.1
	Home sales	135.0	137.2	138.3	140.2	142.7	137.3	139.6	140.3	140.8	141.9	142.7	143.6	144.5	145.9
211 to 229	Output of Selected Broad Sectors of Industry Products of the Food manufacturing industries: Home sales	139.4	141.8	142.3	143.7	143.1	142.0	144.3	143.7	143.0	142.3	143.2	143.9	144.6	147.0
Order V	Chemicals and allied industries: Total sales	122.5	124.4	124.9	127.3	128.0	124.7	126.2	128.1	127.6	127.6	128.2	128.1	128.6	129.8
	Home sales	119.8	121.5	122.2	124.0	125.1	121.7	123.3	124.2	124.4	125.1	125.3	125.1	125.7	126.9
311 and 312	Steel industries: Total sales	141.5	142.7	143.1	143.0	148.1	143.0	142.2	142.8	144.0	148.5	148.0	147.7	147.8	147.8
	Home sales	142.7	143.8	143.7	143.9	150.4	143.8	143.8	143.9	144.0	150.1	150.5	150.6	150.6	150.6
Orders VII to XII	Engineering and allied industries: Total sales	141.2	144.2	146.5	148.3	150.7	144.2	147.7	148.4	149.0	149.8	150.3	152.0	152.6	153.6
	Home sales	138.4	140.5	141.5	143.4	145.9	140.5	142.9	143.4	143.9	144.8	145.7	147.1	147.7	148.7
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	143.4	146.4	147.5	149.5	152.0	146.3	149.0	149.4	149.9	151.1	152.1	152.9	153.7	154.6
Order IX	Electrical engineering: Home sales	134.7	136.0	136.5	138.3	139.9	135.9	137.6	138.4	138.9	139.4	139.8	140.5	140.6	140.7
Order XIII	Textile industries: Total sales	122.3	123.5	124.0	125.7	128.8	123.3	124.6	125.4	127.2	128.0	129.3	129.2	130.2	132.2
	Home sales	120.8	122.4	123.0	124.9	128.0	122.4	123.9	124.7	126.2	127.0	127.9	128.9	130.1	132.1
Order XV	Clothing and footwear: Home sales	121.6	123.2	124.4	126.5	128.3	123.1	125.7	126.6	127.1	127.8	128.2	129.0	129.8	130.0
Order XVII	Timber industries: Home sales	142.0	145.0	147.1	149.9	151.9	144.9	148.9	150.4	150.6	151.4	151.8	152.6	153.5	156.0
481 to 484	Paper industries: Home sales	139.3	140.6	141.7	143.8	146.5	140.7	143.3	143.7	144.5	145.9	146.4	147.2	148.5	150.0
Order XX	New construction‡	142	142	146	149					149					

‡ Index of building costs relate to average for the quarter.

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WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a). COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1971	1972			
		Aug.	Feb.	June	July p	Aug. p
101	Coal	155.7	160.4	168.1	168.1	168.1
102/2	Slates	150.5	160.9	160.9	160.9	160.9
103/3	Sand and Gravel (ex-pit or works)	139.4	139.4	144.6	144.6	144.6
109/3	Salt	114.2	117.4	119.4	119.4	120.8
211	Flour	130.1	130.1	134.5	143.3	143.3
216	Sugar refined	109.6	130.2	110.7	106.0	111.7
217	Chocolate and sugar confectionery	149.4	153.4	154.5	154.8	155.2
231	Beer	154.6	155.8	159.6	159.6	159.6
240	Tobacco and cigarettes	139.9	139.9	139.9	139.9	139.9
262	Motor spirit. Two Star (including duty)	155.0	155.0	156.9	156.9	156.9
	Medium fuel oil (950 secs.)	141.1	141.1	141.1	141.1	141.1
	Derv fuel (including duty)	149.9	149.9	152.0	152.0	152.0
263	Lubricating oil and greases	132.4	132.4	134.5	138.3	138.3
271	General chemicals	115.7	116.4	117.1	117.4	117.7
272	Pharmaceutical chemicals	118.8	115.4	112.9	113.0	113.2
	Pharmaceutical preparations	102.8	104.4	106.3	108.1	108.6
273	Toilet preparations	145.5	149.0	154.1	155.5	155.7
274	Paint	126.1	131.2	131.4	132.7	133.7
275	Soap	145.0	147.8	152.3	152.4	152.6
	Soapless detergents	118.6	119.6	121.2	122.0	122.1
276/1	Synthetic resins and plastics materials	103.8	106.2	106.5	106.6	106.6
279/7	Photographic paper and films and photo chemical materials	131.2	132.0	134.7	136.5	137.9
311/2	Steel sheets	135.4	135.4	142.7	142.7	142.7
	Tinplate	143.2	143.2	150.1	150.1	150.1
	Other finished steels	144.0	144.2	150.2	150.2	150.2
	Heavy steel bars and sections	145.7	145.7	153.1	153.1	153.1
	Re-rolled steel bars and sections	143.3	145.5	152.5	152.5	152.5
312	Steel tubes	158.4	158.4	168.3	168.3	168.3
313/3 and 313/4	Iron castings	148.4	151.4	156.7	157.4	157.5
313/4	Cast and spun iron pipes and fittings	141.3	141.3	150.5	150.5	150.5
321	Aluminium and aluminium alloy products:					
	Rolled	148.9	148.9	149.4	153.5	157.9
	Extruded and drawn	152.0	152.0	152.0	157.0	162.2
	Castings	160.8	165.8	169.4	168.4	168.3
	Forgings	140.0	140.0	140.0	140.0	140.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	199.9	191.7	189.5	194.5	197.6
331	Agricultural machinery	139.1	146.6	147.6	148.7	148.8
333	Pumps, valves, compressors	172.4	174.8	181.3	182.3	182.9
336	Construction and earth-moving equipment	144.0	148.9	153.5	153.9	154.8
337/2	Cranes	135.1	136.7	140.3	141.6	143.3
339/6	Portable power tools	130.1	132.3	133.4	134.2	134.7
353/1	Dental goods	146.2	148.4	153.4	155.2	155.9
365/1	Gramophone records, etc.	112.0	115.9	119.4	119.4	119.4
368	Domestic electrical appliances	118.9	123.2	124.4	124.5	124.8
391	Tools and implements	151.1	155.4	159.4	159.4	159.4
392	Cutlery and tableware	143.0	150.0	154.6	154.6	155.2
	Knives, scissors, etc.	148.9	156.6	159.4	159.5	159.5
	Spoons and forks	170.3	179.1	185.1	185.1	185.1
399/6	Domestic hollow-ware	181.2	187.7	190.4	190.4	190.9
399/7	Vats, tanks, cisterns and other industrial hollow-ware	147.7	148.3	154.4	154.4	154.4
399/9	Domestic gas appliances	119.2	120.4	120.5	120.8	121.0
411	Man-made fibres	92.6	91.9	93.4	93.8	94.1
412, 414/5 and 415	Man-made fibres yarns	117.8	121.1	125.2	126.8	127.1
412/1	Cotton and cotton mixture yarns	157.9	166.5	168.1	168.2	..
413/1	Cotton cloth	154.9	158.1	164.3	165.4	..
413/5	Man-made fibres fabrics	120.8	121.6	125.1	127.1	..
413/6	Linen	145.4	148.3	150.4	155.4	160.8
414/1	Wool tops	74.6	88.6	101.3	107.8	113.5
414/2	Worsted yarns	102.0	111.0	120.6	124.8	127.1
415/1	Jute yarns	175.4	192.4	192.4	192.4	192.4
415/2	Jute piece-goods	161.5	183.5	183.5	183.5	183.5
416	Rope, twine and net	113.5	115.0	116.2	117.3	117.8
417	Hosiery and other knitted goods	101.1	102.1	103.6	104.8	104.9
419	Carpets and rugs	126.2	128.1	130.8	132.3	135.7
422/2	Canvas goods and sacks	128.1	142.0	154.1	154.1	154.1
429/1	Asbestos manufactures	130.3	132.3	132.8	132.8	133.8
431/1	Leather for footwear	138.0	143.2	180.7	180.7	..
432/1	Travel goods	135.6	140.0	144.7	145.8	145.8
441-449	Made-up clothing	122.6	125.9	127.8	128.2	128.3
441	Weatherproof outerwear	112.9	114.1	115.4	115.7	115.8
442	Men's and boys' tailored outerwear	126.2	131.6	132.0	132.2	132.2
443	Women's and girls' tailored outerwear	124.0	124.6	128.1	128.7	128.7
445/1	Women's and girls' light outerwear	119.1	121.5	124.7	124.7	124.7
450	Footwear	123.8	127.8	131.6	132.9	133.3
461/1	Refractory goods, including bricks	140.6	140.8	143.1	144.1	145.0
461/2	Non-refractory goods including bricks	138.9	140.9	148.2	150.7	155.2
	Engineering bricks	151.8	156.7	171.5	176.5	179.5
	Building bricks, fletton common, *delivered*	156.4	156.4	156.4	156.5	166.8
	Building bricks, common other than fletton, *ex-works*	149.4	153.6	171.3	174.0	177.0
462/3	Domestic china and earthenware	163.5	166.1	170.3	170.3	173.9
463/1	Flat glass (including safety and silver glass)	133.6	134.8	135.2	137.4	142.9
	Other glass products (except containers)	140.3	142.7	143.8	144.0	144.4
463/2	Glass containers	142.5	143.0	141.0	141.0	140.3
464	Cement, delivered	163.3	163.3	163.3	163.3	163.3
469/1	Abrasive paper and cloth	140.9	140.9	147.9	147.9	147.9
469/2	Precast concrete products	131.4	131.4	133.3	134.8	136.0
	Coated limestone roadstone	130.3	130.3	136.1	136.1	137.0
471/1	Home-grown hardwood, sawn	130.5	136.2	138.7	139.7	138.9
471/2	Building joinery	159.9	164.7	168.1	170.6	172.6
472	Domestic furniture	140.2	145.6	148.0	148.7	151.0
473	Bedding, etc.	148.2	153.8	154.7	155.3	156.9
481	Paper and board	136.6	139.6	141.4	141.4	142.1
482/1	Cardboard boxes, cartons and fibreboard packing cases	150.5	152.4	156.0	159.2	159.6
482/2	Packaging products of paper etc.	134.1	140.8	143.9	145.7	149.2
	Paper bags	133.1	142.5	144.3	147.5	150.3
483	Manufactured stationery	147.7	148.6	156.2	156.3	156.9
484/1	Wallpaper	157.9	164.6	173.3	173.3	173.3
491/1	Rubber tyres and tubes	135.9	136.6	139.3	139.4	139.4
491/2	Rubber goods (other than tyres and tubes)	140.6	141.8	145.6	146.3	146.6
492	Linoleum and felt base	153.0	153.0	153.0	153.0	154.6
493	Brushes and brooms	132.4	142.8	144.9	146.6	146.8
494/1	Toys and games	143.4	153.0	156.5	156.6	156.6
494/2	Perambulators, etc.	142.1	145.0	147.9	147.9	147.9
494/3	Sports equipment	122.3	127.2	127.3	127.8	..
495/1	Pens and pencils	130.8	132.3	132.9	136.7	137.1
495/2	Other stationers' goods	130.2	137.2	137.8	137.8	141.7
496/1	Plastics products (other than components and accessories)	104.2	106.3	106.8	107.0	107.1

TABLE 3(b). COMMODITIES WHOLLY OR MAINLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1971	1972			
	Aug.	Feb.	June	July	Aug.
Hides and skins	139.8	174.3	221.8	234.1	268.6
Imported	145.6	172.6	200.5	206.9	237.9
Native	132.1	176.6	251.0	271.1	310.6
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	123.5	123.5	123.5
Copper, ex-ship wharf or warehouse†	195.7	185.0	179.1	183.5	185.1
Lead, ex-ship wharf or warehouse†	170.2	180.1	193.7	199.0	194.5
Nickel refined, delivered§‡	194.2	178.9 r	180.9	190.6	190.6 p
Tin, ingot, min. 99.75%†	158.5	157.8	162.4	170.8	171.0
Zinc, ex-ship wharf or warehouse†	175.2	197.9	190.1	196.8	196.1
Oils, resins and gums:					
Palm, oil, crude ex: refinery in bulk	152.2	100.1	111.1	116.2	119.4
Whale oil, crude	125.9	125.9	125.9	125.9	125.9
Natural rubber	69.2	67.9	71.4	75.2	73.0 p
Sulphur, crude, of (for acid making)	112.7	105.0	105.0	111.1	111.1

	1971	1972			
	Aug.	Feb.	June	July	Aug.
Textiles:					
Cotton, raw	126.9	128.8	118.8	121.0	117.1
Jute, raw, BWC grades, cif Dundee	165.5	199.7	161.9	158.2	161.2
Jute, raw, BWB grade, cif Dundee	152.6	182.7	149.3	143.5	147.4
Silk, raw, delivered mill	150.2	156.0	164.4	181.6	182.5
Sisal, East Africa, No. 3L grade, cif London	56.3	55.3	70.8	70.8	70.8
Wool, raw	70.9	82.1	98.3	99.6 p	111.7 p
Crossbred, medium and coarse, cif UK	69.8	82.2	92.5	98.1	113.6 p
Crossbred, fine, cif UK	71.5	82.2	99.1	100.3	113.9 p
Merino, cif UK	73.9	84.8	105.8	103.7	116.9 p
Timber:					
Imported hardwood (ex-yard or wharf)	148.1	156.9	161.2	167.1 p	169.7 p
Imported plywood (delivered to consumers)	147.2	157.6	160.7	161.2	161.2 p
Imported softwood (delivered to consumers)	145.0	147.3	148.7	148.9	149.1 p
Woodpulp, imported	150.4	141.1	143.0	150.5 p	150.5 p

‡ Revised index number October 1971 = 187.1, November = 186.9, December = 184.5, January 1972 = 181.2, March = 178.0, April = 178.5, May = 178.4.
† LME settlement price. § Producers' price.

Foreign visitors' arrivals in July

NEARLY 900,000 foreign visitors (excluding Commonwealth citizens and visitors from the Irish Republic) arrived in the United Kingdom in July, according to a joint report by the Department of Trade and Industry and the British Tourist Authority. This number is slightly below the arrivals in 1971 and though the decrease in foreign visitors is only 1 per cent, it does suggest that some adverse publicity which London has been receiving may be reflected in these figures.

For the period January to July in total, there were 3,175,000 visitors, over 7 per cent more than in the same period of 1971.

The number of visitors from Western Europe in the first seven months of the year were 8 per cent more than in 1971; visitors from the United States in July were about 9 per cent fewer than in July 1971 but for January to July as a whole there were 6 per cent more American visitors than a year ago.

While initial reports suggest that the number of overseas visitors to Britain in the peak summer weeks has been disappointing, it is expected that visitors from September onwards will show a substantial increase over the corresponding period in 1971.

Seasonally adjusted figures

The seasonally adjusted figures for July, at 398 remain comparatively low. The figures for recent months suggest the possibility of some slowing down in the generally upward trends in tourist travel.

Notes

The figures in the Table are limited to visitors of foreign nationality, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1971 compared with a year earlier was partly due to Easter having been later that year than 1970. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying date of Easter on the number of Western Europe visitors.

TABLE 1. NUMBER OF FOREIGN VISITORS

Thousands per month

	Total	Western Europe	United States	Other foreign countries
1964	160	95	49	16
1965	180	108	56	17
1966	207	123	63	21
1967	227	134	70	23
1968	259	157	73	29
1969	320	190	95	35
1970	378	221	117	41
1971	416	241	129	46

	Total		Western Europe		United States		Other foreign countries	
1970	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
September	447	391	222	226	165	122	60	43
October	315	398	178	240	96	117	42	42
November	213	395	128	233	59	122	26	41
December	235	401	147	234	57	121	30	46
1971								
January	176	410	103	233	46	126	27	51
February	182	422	119	253	40	122	23	47
March	248	389	160	230	60	116	27	43
April	411	432	278	263	97	125	36	44
May	459	413	266	242	146	126	47	45
June	571	405	304	243	212	118	55	44
July	908	385	560	220	265	120	83	45
August	690	382	373	216	239	120	78	46
September	479	405	229	226	184	133	65	46
October	371	448	198	252	125	149	48	47
November	242	442	145	253	69	144	28	45
December	256	460	158	260	65	150	33	50
1972								
January	209	482	122	274	56	154	31	54
February	190	459	119	259	46	145	25	55
March	391	517	273	293	84	168	34	56
April	406	495	252	292	114	152	41	51
May	500	450	285	261	166	144	49	45
June	581	413	307	248	213	118	61	47
July	897	398	569	240	242	112	86	46

Source: Home Office

Wholesale houses' sales

SALES by wholesale textile houses in July showed an increase of 14 per cent on a year earlier, compared with increases of 4 per cent in May and 3 per cent in June.

The value of stocks at the end of July was 10 per cent higher than a year earlier.

TABLE 1. TOTAL SALES AND STOCKS

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	–3	..	..
1967	104	–5	..	..
1968	108	4	..	..
1969	103	–5	..	..
1970	107	4	..	..
1971	115	8	..	..
1970 3rd quarter	105	5	146	–7
4th quarter	135	8	143	–3
1971 1st quarter	100	10	147	–8
2nd quarter	106	10	135	–4
3rd quarter	115	9	148	1
4th quarter	140	4	152	6
1972 1st quarter	102	2	164	11
2nd quarter	111	4	146	8
1971 July	90	8	137	–6
August	110	10	142	–1
September	145	8	148	1
October	155	1	138	7
November	131	6	155	10
December	135	7	152	6
1972 January	72	9	152	19
February	103	5	160	16
March	130	–3	164	11
April	121	6	147	8
May	105	4	151	10
June	106	3	146	8
July	102	14	150	10

TABLE 2. ANALYSIS BY DEPARTMENT

Percentage increase compared with a year earlier

	Sales		Stocks(‡)
	July 1972	January-July 1972	July 1972
Women's knitted outerwear, blouses and skirts	36	– 2	9
Women's coats, costumes, furs and raincoats	27	–10	6
Women's underwear	13	– 6	7
Women's hose and children's socks	–17	–19	–23
Women's millinery	62	23	26
Haberdashery, ribbons and wool	35	26	32
Children's wear	–17	– 3	15
Men's and boys' shirts, pyjamas and outfitting	–21	–10	43
Gloves	44	3	– 4
Piece-goods and nets	–16	–14	–13
Household textiles	11	2	– 3
Floor coverings, furniture and hardware	24	14	16
Boots and shoes	6	5	– 7
Total†	14	5	10

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 3 Berners Street, London W1P 4JP (Tel. 01-580 2902).

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel. 01-606 6699). ECGD has 20 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.

Hosiery and other knitted goods—index of production

IN the second quarter of 1972 the volume of production of hosiery and other knitted goods, seasonally adjusted (including knitted fabrics), was provisionally estimated to have been 9 per cent more than in the first quarter of 1972 and 11 per cent more than in the second quarter of 1971.

Excluding warp knitting the volume of production (not seasonally adjusted) was provisionally estimated to have been 12 per cent more than in the corresponding period of last year.

The seasonally adjusted figures for 1971 are based on the seasonal pattern up to the end of 1970 and may be subject to slight revision when the complete figures for 1971 have been incorporated. The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations. A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

1963 = 100

1964	109		
1965	114		
1966	114		
1967	114		
1968	132		
1969	147		140
1970	149		144
1971	147		140

	Including warp knitting		Excluding warp knitting
	Actual	Seasonally adjusted	Actual
1969 1st quarter	133	143	124
2nd quarter	145	153	138
3rd quarter	143	144	136
4th quarter	166	147	161
1970 1st quarter	138	153	133
2nd quarter	143	146	138
3rd quarter	144	146	140
4th quarter	170	151	164
1971 1st quarter	133	145	123
2nd quarter	145	149	138
3rd quarter	145	149	140
4th quarter	165	146	159 R
1972 1st quarter p	138	151	133
2nd quarter p	161	165	155
1971 January	124	149	114
February	135	140	125
March	140	145	131
April	136	146	130
May	149	159	142
June	150	142	143
July	139	156	133
August	132	144	129
September	163	146	158
October	176	145	168
November	175	144	170
December	144	148	140
1972 January p	130	157	123
February p	131	136	127
March p	154	160	148
April p	150	161	144
May p	162	172	156
June p	170	161	165

Index of retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for June was 125 (1965 = 100), making an average of 128 for the second quarter. In both June and on average in the second quarter the level of sales showed no change compared with the corresponding periods a year earlier.

After allowing for price changes, the total volume of sales in June 1972 was 5 per cent less than a year earlier.

Index numbers of the value of sales and percentages increases on a year earlier for the main groups of traders in June and the

second quarter of 1972 are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (tel: Belfast (0232) 34488, ext. 336).

The value of sales by:	June 1972 Index number 1965=100	June 1972 Percentage increase	2nd quarter 1972 Index number 1965=100	2nd quarter 1972 Percentage increase
All kinds of business	125	—	128	—
Food shops	136	−6	140	−4
Non-food shops	119	5	120	4
Of which:				
Clothing and footwear shops	122	2	116	−7
Durable goods shops	162	11	146	10
Miscellaneous non-food shops	110	7	122	10
Department and general stores	103	−4	97	−10

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the five weeks ended July 29, 1972.

Distributors' earnings submitted	£	£
High cost films	504,423	
Low cost films:		
Eligible (after multiplying by 2½)	5,527	
Not eligible for 2½ times rental	30,831	
		540,781
Films of less than 3,000 ft. (after multiplying by 2½)		35,229
		576,010
Levy collections paid to Agency by HM Customs and Excise to August 1, 1972, including an estimate of collections approximately covering entertainments for five weeks ended July 29, 1972.		353,100

The ninth interim allocation for the fifteenth distribution period will be at the rate of 44 per cent.

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Engineering (volume indices of sales and orders) for January-April.
Cars and commercial vehicles for July.

Quarterly at 37½p a year post free:

Hearing aids for second quarter.
Scales and weighing machinery and portable power tools for first quarter.
Food and drink processing machinery and packaging and bottling machinery for first quarter.
Pharmaceutical chemicals and preparations for first quarter.

Civil aviation series

Monthly at £1 a year post free:

Airport Activity for June.
Air passengers for June.
Air freight and mail for June.

Service and distributive series

Monthly at 60p each a year post free:

Catering trades for July.

Miscellaneous series

Monthly at £5.25 a year post free:

Motor vehicle registrations for July.

Annual at 20p a year post free:

Cinemas for 1971.

A complete list of titles of Business Monitors is published in this issue of *Trade and Industry*, on pages 536 and 537.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, September 15, 1972. BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Endless Night	BR/E 36383/17/9/77	99	September 11	British Lion Films Ltd.	Braywild Ltd.
Review No. 1—26th Year	BR/E 36385/17/9/77	11	September 11	Data Film Distributors Ltd.	The National Coal Board
The Love Box	BR/E 36387/17/9/77	89	September 13	Eagle Films Ltd.	Short Circuit Ltd.
The Fast Kill	BR/E 36388/17/9/77	88	September 14	Twentieth Century-Fox Film Co. Ltd.	Lindsay Shonteff Film Productions Ltd.
Movietone News 2258	BR/E 36215/17/9/77	8	September 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2258A	BR/E 36216/17/9/77	8	September 15	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
Celebration at Big Sur	F 36384	82	September 11	Twentieth Century-Fox Film Co. Ltd.	Ted Mann Production
Cybernetica	F 36386	20	September 11	New Realm Distributors Ltd.	British Transport

NOTE:
In the list of films registered during the week ended Friday, August 25, 1972, the name of the maker of the film 'Prime Cut' (F 36370) should read: Cinema Center Films.
Amendments to the register:
The playing time of the film 'The Flood' (BR/E 28607) registered on June 5, 1963 has been amended to 45 minutes.
The playing time of the film 'The Secret Cave' (BR/E 18596) registered on December 30, 1953 has been amended to 52 minutes.
The playing time of 'Skid Kids' (BR/E 17545) registered on February 24, 1953 has been amended to 49 minutes.

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Service and Distributive Series. Contains statistics showing movements in turnover of various sectors of retail and catering trades, instalment credit business of retailers and finance houses, and assets and liabilities of finance houses.

Miscellaneous Series. Gives detailed statistics on motor vehicle registrations, cinemas, finance and overseas travel and tourism.

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M=Monthly.
Q=Quarterly. A=Annually.

Production Series.

Monthly Monitors cost £1 p.a.
Quarterly Monitors cost 37½p p.a.
☐Complete sets cost £25 (p.a.)

Mining
☐P57 Salt (Q)

Food, drink and tobacco
☐P101 Biscuits (Q)
☐P100 Bread and flour confectionery (Q)
☐P96 Cocoa, chocolate and sugar confectionery (Q)
☐P125 Tobacco (Q)

Chemicals and allied industries
☐P19 Colours (Q)
☐P58 Formulated pesticides etc (Q)
☐P102 General chemicals (Q)
☐P66 Organic chemicals (Q)
☐P18 Paint (Q)
☐P97 Pharmaceutical chemicals and preparations (Q)
☐P115 Photographic chemical materials (Q)
☐P22 Polishes (Q)
☐P126 Printing ink (Q)
☐P20 Soap and detergents (Q)
☐P127 Surgical bandages etc (Q)
☐P21 Synthetic resins and plastics materials (Q)
☐P11 Toilet preparations (Q)

Mechanical, instrument and electrical engineering
☐P113 Engineering (volume indices of sales and orders) (M)

Mechanical engineering
☐P63 Agricultural machinery (Q)
☐P124 Ball and roller bearings (Q)
☐P47 Construction and earth-moving equipment (Q)
☐P13 Industrial engines (Q)
☐P27 Mechanical handling equipment (Q)
☐P64 Metal-working machine tools (M)
☐P129 Mining machinery (Q)
☐P23 Office machinery (Q)
☐P130 Printing, bookbinding and paper goods machinery (Q)
☐P28 Refrigerating machinery (Q)
☐P128 Textile machinery and accessories (Q)

Instrument engineering
☐P48 Photographic and document copying equipment (Q)
☐P29 Scientific and industrial instruments and systems (Q)

(continued)

☐P116 Surgical instruments and appliances (Q)
☐P49 Watches and clocks (Q)

Electrical engineering
☐P51 Electric lamps (Q)
☐P65 Electric light fittings (Q)
☐P8 Gramophone records (M)
☐P77 Hearing aids (Q)
☐P50 Motor control gear (Q)
☐P78 Radios, television sets and sound reproducing apparatus (M)
☐P79 Rectifier plant (Q)
☐P12 Rotating electrical machinery (Q)
☐P80 Tape recorders (M)
☐P81 Telecommunications equipment (Q)

Shipbuilding and marine engineering
☐P82/82A Merchant ship-building/Ships, boats and marine engineering (Q)

Vehicles
☐P1 Cars and commercial vehicles (M)
☐P52 Locomotives, railway track equipment, railway carriages, wagons and trams (Q)
☐P2 Motor cycles and pedal cycles (Q)
☐P30 Trailers, caravans and freight containers (Q)
☐P42 Wheeled tractors (Q)

Metal goods
☐P32 Cutlery, spoons, forks, tableware and safety razors (Q)
☐P34 Domestic hollow-ware (Q)
☐P26 Engineers' tools (Q)
☐P33 Jewellery (Q)
☐P84 Metal furniture (Q)
☐P31 Tools and implements (M)

Textiles
☐P131 Canvas goods and sacks and other made-up textiles (Q)
☐P9 Carpets (Q)
☐P73 Foam backing, foam laminating and fabric to fabric bonding (M)
☐P4 Hosiery and other knitted goods (Q)
☐P121 Household textiles and handkerchiefs (Q)
☐P108 Jute (Q)
☐P15 Lace (Q)
☐P10 Narrow fabrics (Q)
☐P117 Production of man-made fibres (Q)
☐P118 Spinning and doubling on the cotton and flax systems (Q)
☐P122 Textile finishing (Q)
☐P72 Warp knitting (Q)
☐P119 Weaving of cotton, linen and man-made fibres (Q)
☐P120 Woollen and worsted (Q)

Leather, leather goods and fur
☐P109 Fur (Q)
☐P105 Leather and fellmongery (Q)
☐P106 Leather goods (Q)

Clothing and footwear
☐P94 Corsets and miscellaneous dress industries (Q)
☐P17 Footwear (Q)
☐P16 Gloves (Q)
☐P110 Hats, caps and millinery (Q)
☐P60 Made-up clothing (sales volume indices) (M)
☐P90 Men's and boys' tailored outerwear (Q)
☐P92 Overalls and men's shirts, underwear etc. (Q)
☐P89 Weatherproof outerwear (Q)
☐P93 Women's and girls' light outerwear, lingerie, infants' wear etc. (Q)
☐P91 Women's and girls' tailored outerwear (Q)

Bricks, pottery, glass, cement etc.
☐P112 Cement (Q)
☐P111 Clay building bricks and other non-refractory goods (Q)
☐P107 Glass (Q)
☐P6 Pottery (Q)
☐P123 Refractory goods (Q)

Timber, furniture etc.
☐P24 Bedding and soft furnishings (Q)
☐P37 Imported timber (M)
☐P99 Miscellaneous wood and cork manufactures (Q)
☐P85 Shop and office fitting (Q)
☐P36 Timber (sawmilling etc. and builders' woodwork) (Q)
☐P38 Wood chipboard (M)
☐P98 Wooden containers and baskets (Q)
☐P83 Wooden furniture and upholstery (Q)

Paper, printing and publishing
☐P67 Boxes, cartons and fibreboard packing cases (Q)
☐P75 General printing and publishing (Q)
☐P71 Manufactured stationery (Q)
☐P87 Miscellaneous manufactures of paper and board (Q)
☐P68 Miscellaneous packaging products of paper and film (Q)
☐P69/74 Newspapers and periodicals (Q)
☐P103 Paper and board (Q)
☐P5 Paper and paper making materials (M)
☐P86 Wallcoverings (Q)

Other industries
☐P25 Brushes and brooms (Q)
☐P45 Miscellaneous stationers' goods (Q)
☐P88 Musical instruments (Q)
☐P40 Plastics floorcoverings, leathercloth etc. (Q)
☐P95 Plastics products (Q)
☐P7 Rubber (M)
☐P44 Sports equipment (Q)
☐P43 Toys, games and children's carriages (Q)

Civil Aviation Series.

☐Complete sets cost £5 p.a.
☐CA1 Airport activity £1 p.a. (M)
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☐CA3 Air freight and mail £1 p.a. (M)
☐CA4 Airline operations £1 p.a. (M)
☐CA5 Airline operations £2.50 p.a. (Q)
☐CA6 Domestic passenger traffic 50p p.a. (Q)
☐CA7 Air passengers – international and cabotage 37½p p.a. (Q)
☐CA8 Airline financial statistics 25p p.a. (A)

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☐SD1 Food shops £2 p.a. (M)
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☐SD4 Miscellaneous non-food shops £2 p.a. (M)
☐SD5 Catering trades 60p p.a. (M)
☐SD6 Instalment credit business of finance houses £1 p.a. (M)
☐SD7 Assets and liabilities of finance houses 37½p p.a. (Q)
☐SD8 Instalment credit business of retailers £1 p.a. (M)

Miscellaneous Series.

☐M1 Motor vehicle registrations £5.25 p.a. (M)
☐M2 Cinemas 20p p.a. (A)
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MOTOR INDUSTRY

Turnover of the motor trades in July

THE total turnover of the motor trades in July was 15 per cent more than a year earlier. This increase was less than in the second quarter of the year but the same as in the first quarter.

At 25 per cent, the increase compared with a year earlier in the value of sales of new motor vehicles was also less in July than in the second quarter. This is consistent with the figures for new registrations and no doubt reflects the seasonal lull in sales before the new registration suffix came into effect on August 1. The increase in sales of second-hand vehicles was also rather less in July than in other recent months.

Other sales and receipts—mainly sales of petrol, oil, spares and accessories and receipts from servicing and repairs—were 11 per cent by value in July than a year ago, slightly more than the average increase so far this year.

Notes

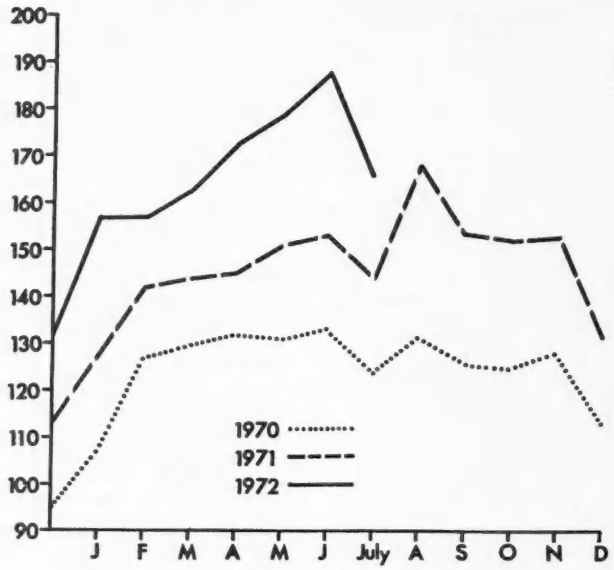
The statistics are of turnover at current prices. Movements therefore include the effects of price changes, including changes in purchase tax.

Turnover includes transactions between dealers in addition to final sales.

Vehicles include commercial vehicles as well as private cars.

The statistics are *not* seasonally adjusted.

TURNOVER OF THE MOTOR TRADES AT CURRENT PRICES
Index numbers total turnover per week 1967=100



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	147	138	150	155	145	127	142	144	145	151	153	144	168	154	152	153	132
1972	169 ‡	159	180			157	157	163	173	179	188	165					
1971	17	13	14	22	19	19	12	11	10	15	15	15	29	23	22	19	17
1972	17 §	15	20			23	11	14	19	19	22	15					
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	155	145	159	163	153	133	150	151	158	159	159	132	194	162	161	163	138
1972	191 ‡	177	214			186	166	178	208	210	221	166					
1971	26	16	19	35	35	33	14	8	16	25	18	18	49	36	37	33	34
1972	28 §	22	35			40	11	18	32	32	40	25					
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	134	127	139	145	124	106	136	136	134	141	141	137	158	141	135	140	104
1972	154 ‡	149	161			129	154	161	151	162	169	146					
1971	19	13	15	27	22	15	14	12	8	14	22	24	27	29	19	23	25
1972	15 §	17	16			22	13	18	12	15	20	7					
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	146	137	148	154	147	132	137	142	140	149	154	155	152	153	152	150	139
1972	158 ‡	150	163			145	151	154	155	163	169	171					
1971	10	11	9	12	9	11	9	13	7	9	10	11	14	12	12	9	5
1972	10 §	9	10			10	10	9	11	9	10	11					

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to July 1972.
§ Percentage increase for period January to July 1972 compared with the corresponding period for 1971.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.

Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	This week
Balance of payments:	
quarterly figures (Q)	This week
trends in invisible transactions (Q)	June 22 1972
Bankruptcy orders (Q)	This week
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Sept 7 1972
Catering trades turnover (M)	Sept 14 1972
Chemicals industry activity (Q)	Sept 14 1972
Companies:	
acquisitions and mergers (Q)	Aug 10 1972
new registrations:	
Gt. Britain (M)	Aug 24 1972
N. Ireland (M)	Aug 24 1972
Computers, UK market (Q)	July 13 1972
Construction work overseas (A)	Oct 7 1971
ECGD business (Q)	April 6 1972
Electronic capital equipment (Q)	Aug 3 1972
Engineering industries, sales and orders (M)	Sept 7 1972
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	Aug 24 1972
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Aug 10 1972
Footwear industry	
production, orders and deliveries (M)	Aug 10 1972
Foreign trade:	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	Aug 17 1972
world exports of manufactures (A)	Sept 30 1970
Foreign trade of the UK:	
ECGD business (Q)	April 6 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	Sept 14 1972
value (M)	This week
value, analysis of trends (Q)	Sept 7 1972
Hire-purchase business (M)	Sept 14 1972
Industrial development certificates	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	Aug 24 1972
Wales index (Q)	July 6 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	June 15 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	Aug 31 1972
Man-made fibres:	
deliveries (Q)	Aug 17 1972
production (M)	Sept 7 1972
production, quarterly analysis (Q)	Aug 17 1972
Motor industry:	
car and commercial vehicle production (M)	Aug 31 1972
estimated figures	Sept 14 1972
motor trades turnover (M)	This week
Office development permits (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Aug 24 1972
Retail trades:	
sales (M)	Sept 14 1972
sales, N. Ireland (M)	This week
stocks (M)	Sept 14 1972
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK seaborne trade (A)	March 2 1972
Steel consumption and stocks (Q)	This week
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Sept 7 1972
retail (M)	Sept 14 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	July 13 1972
cotton industry production (M)	Sept 7 1972
hosiery production (M)	This week
made-up clothing, orders and deliveries (M)	Sept 7 1972
orders and deliveries (M)	Sept 7 1972
wholesale houses' sales (M)	This week
wool exports (Q)	Sept 7 1972
wool output (M)	Sept 7 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	This week
UK official reserves (M)	Sept 14 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	July 6 1972
Business Monitor titles	This week
Customs notices of interest to exporters	Sept 7 1972
ECGD local offices	This week
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	July 20 1972
Release dates of economic statistics	Aug 24 1972

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Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

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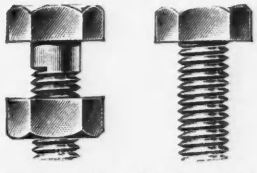

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